

THE NATIONAL Provisioner

Leading Publication in the Meat Packing and Allied Industries Since 1891



... who wouldn't like to send his salesmen
out this year with something that would stop
his competition cold

... something that would make his regular
customers say, "Boy, I'm with you a hun-
dred percent this year!"

... something to make his prospects say,
"Hey, count me in—this is big news!"

That kind of something adds up to bigger
business and bigger profits . . . to salesman
enthusiasm and dealer loyalty.

That bigger business, those bigger profits
this year! Give yourself selling points that your

competitors can't echo . . . better beef—branded
beef: beef that you can merchandise and adver-
tise and SELL! That can mean only one thing—
TENDERAY BEEF.

You ought to know the whole story as of
January 1941. But it is too big, too important to
put down in a few words.

To bring all the Tenderay facts to you quickly,
we invite any packing company executive, any-
where in the United States, to phone us*. Just
call Bloomfield 2-2200 and ask either for Henry
J. Hoffman or Lou Menges. They will be glad
to arrange a meeting to give you all the informa-
tion you want.



*Charges reversed, please.

TENDERAY DEPARTMENT

WESTINGHOUSE ELECTRIC & MANUFACTURING COMPANY
BLOOMFIELD, N. J.

Cuts
Cutting Costs **25%***

With Buffalo "Self-Emptying"
Silent Cutter



Buffalo "Self-Emptying" Cutters are available in four sizes... capacities: 200, 350, 550, 800 lbs.

Sausage making plants everywhere are reporting savings from 25% to 50% with Buffalo "Self-Emptying" Silent Cutters. In fact, many plants report that these outstanding machines have already paid for themselves by reducing the cutting time and eliminating over-time. Besides, Buffalo Silent Cutters improve the yield and finished product. Let us send you data and proof on how you, too, can save with Buffalo Silent Cutters. Write:

JOHN E. SMITH'S SONS CO.
50 Broadway, Buffalo, N. Y.

Sales and service offices located in principal cities.

FUNCTION BRAND
MEATS
BUTTER - 5886
POULTRY

CHAS. NORTEMAN
PACKING PLANT AND MARKET
HOURS AT FORTY-THREE
WHEELING, W. VA.

ASK FOR
PERFECTION BRAND
YOU ARE SURE OF THE BEST

August 19, 1940

John E. Smith's Sons Company
Buffalo, N. Y.

Gentlemen:-

We installed one of your new Buffalo cutters No. 54-B a few months ago and are greatly pleased with this machine.

It has proved a great saving to us as it has reduced our cutting time which has also reduced our labor costs more than 25%.

The quality of our products has been greatly improved, as we are getting a much finer texture in our sausage, and have shown a substantial increase in our sales volume.

The self-emptying device is a wonderful improvement over the old style method and is very quick and efficient and most sanitary.

Very truly yours,
Chas. Norteman
Chas. Norteman

*

The Chas. Norteman Company proves that Buffalo "Self-Emptying" Cutters save... improve the finished product, too. Get ahead of competition, look into Buffalo Silent Cutters for greater sausage profits.

Buffalo QUALITY SAUSAGE MAKING MACHINE

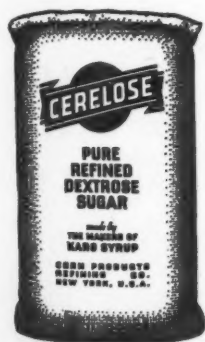


I prefer the meat with THE GOOD COLOR"

In fresh sausage Cerelose protects the desired color. In all kinds of sausage Cerelose, pure Dextrose sugar, helps to develop that good color. Many meat packers are enthusiastic in their praises of Cerelose. They recognize that this pure Dextrose sugar is an aid in the fixation of color. They also appreciate its economy.

For further information write:

CORN PRODUCTS SALES COMPANY
333 NORTH MICHIGAN AVENUE
CHICAGO, ILLINOIS



THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries



Official Organ American Meat Institute

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DAILY MARKET SERVICE

(Mail and Wire)

E. T. NOLAN

C. H. BOWMAN

Editors

The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 So. Dearborn St., Chicago.



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but how?

Mr. H. J. Williams, Vice Pres., Wilson & Co., in his interesting talk at the Chicago Convention, pointed out the necessity for vigorous action to promote the use of lard. Packers agree with his views—but most of them wonder "How shall we start?"—**WELL**

HERE'S THE ANSWER



The Sensational NEW, HANDY REFRIGERATOR LARD CONTAINER!

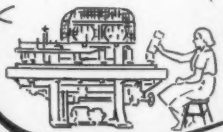
**One, Two, Four & Eight Pound Sizes
Also The Popular Three Pound Size.**

These Sterilined Lard Containers are shipped in flat form. Five operators assemble, fill and cap 25 to 30 complete packages per minute **WITHOUT REQUIRING INVESTMENT IN MACHINERY.**

Don't delay—boost **YOUR** lard sales with this modern package. Inquire for full information and samples immediately. No obligation whatsoever!

FOR LARGE PRODUCTION . . .

the Roto-Seal Automatic Assembly Unit is available. It will set up 60 complete containers per minute with one operator.



- Check These Features . . .**
- CONTENTS EASILY REMOVED WITH SPOON
 - No more greasy fingers.
 - Fits into refrigerator.
 - Eliminates necessity of transferring lard into makeshift container to absorb ice box odors.
 - Advertisement remains before customer until last spoonful has been used.

Fully
Protected
By U. S. and
Foreign Patents

A PRODUCT OF
THE INTERSTATE FOLDING BOX CO.
MIDDLETOWN, OHIO
SALES OFFICES IN ALL PRINCIPAL CITIES

Really—It's In The Bag! **NOSTRIP** *GOES TO TOWN!*

PATENT APPLIED FOR

The old horse and buggy days of preparing casings for the stuffing table are gone

This new wholesome method of treating and packaging Sheepcasings has taken the Meat Packing Industry by storm

NOW

Just cut the pouch:

Drop in warm water

Pull the ring—

And onto the stuffing horn

Like greased lightning

Streamline your Sausage Room in 1941

Get on the **NOSTRIP** *Bandwagon*

For further particulars, write to

MONGOLIA IMPORTING COMPANY, INC.
Imported Sausage Casings

274 WATER STREET

NEW YORK CITY

TO MAKE YOUR SAUSAGE A NATURAL USE NATURAL CASINGS



SURE WE NEED A
NEW CONTAINER,
BUT IS THIS THE
TIME TO CHANGE?

WHY NOT? . . .
THERE WON'T BE ANY
LOST MOTION WITH
AMERICAN CAN
HANDLING IT!

You know how they do things, Paul. They'll plan every step in advance. They'll coordinate every move with our operations. Then when we give the word, the job will move ahead without a hitch. Why, we'll have that new package in production before we know it! Let's call them in tomorrow and start things moving."



AMERICAN CAN COMPANY, 230 PARK AVENUE, NEW YORK, N. Y.

Only Skin Deep, but
**LOOKS
 SELL
 SAUSAGE!**



Armour's Natural Casings

Give Sausages

Sales-Appeal

■ There's no denying that with sausage, good looks mean good sales. Your surest way to good looking sausage is to use Armour's Natural Casings. For in these superior casings, sausages *stay* smooth, plump and fresh looking, because the elasticity of the casing keeps it clinging firmly to the meat—always!

Of course *flavor* is important, too. And here again Armour's Casings give you an advantage, because they permit great smoke penetration. You know how important this is for producing high quality, well-flavored smoked sausages. Order Armour's Casings from your nearest Armour Branch. You'll find a casing for every need.

ARMOUR'S NATURAL CASINGS

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This Week's NEWS HIGHLIGHTS

Wilson 1940 Net Up 13 Per Cent; Sales Increased

CONSOLIDATED net earnings of Wilson & Co., Inc., increased to \$3,624,645 in the fiscal year ended October 26, 1940, compared with \$3,201,638 in 1939, while the company's sales for the 1940 year were \$280,000,000 against \$273,000,000 in the previous year. Sales tonnage also increased in 1940. The 1940 net earnings were equivalent to 1.29 per cent on sales compared with 1.17 per cent in 1939.



E. F. WILSON

Dividends of \$8.25 were declared during the fiscal year on the \$6 cumulative preferred stock, and arrearage on these shares was reduced from \$9.75 a share at the close of the 1939 year to \$7.50 a share on October 26, 1940. Since the close of the 1940 fiscal year the company has declared a dividend of \$3 a share on the preferred which reduces arrears, as of February 1, 1941, to \$6 a share.

Total current assets of Wilson & Co. and its subsidiaries on October 26, 1940 totaled \$47,420,318.14 against current liabilities of \$9,790,553.85. Of its current assets, \$3,953,852.22 was in cash, \$13,636,847.85 in receivables and \$29,754,618.07 in inventories.

The firm's earned surplus on October 26, 1940 was \$12,906,476.87 compared with \$11,953,265.09 on October 28, 1939,

FINAL AMERICAN MEAT INSTITUTE REGIONAL MEETINGS

SOUTHERN REGION

	Exec. Mtg.	Joint Mtg.
Jan. 20, Atlanta, Ga., Piedmont hotel...	6:30 p.m.	8 p.m.
Jan. 21, Birmingham, Ala., Bankhead hotel...	6:30 p.m.	8 p.m.
Jan. 22, New Orleans, La., Roosevelt hotel...	6:00 p.m.	8 p.m.
Jan. 23, Memphis, Tenn., Chisca hotel.....	6:30 p.m.	8 p.m.

WESTERN REGION

Jan. 20, Seattle, Wash., Washington hotel...	5:30 p.m.	7 p.m.
Jan. 21, Spokane, Wash., Davenport hotel...	6:00 p.m.	8 p.m.
Jan. 23, Boise, Idaho, Owyhee hotel...	6:00 p.m.	7:30 p.m.
Jan. 24, Salt Lake City, Utah hotel.....	6:30 p.m.	8 p.m.
Jan. 27, Denver, Colo., Cosmopolitan hotel	6:00 p.m.	8 p.m.
Jan. 28, Kansas City, Mo., Phillips hotel....	6:00 p.m.	8 p.m.
Jan. 29, Des Moines, Ia., Kirkwood hotel...	6:30 p.m.	8 p.m.

an increase of \$953,211.98 during the year. Provision for U. S. and foreign income taxes was \$1,244,561.22.

Commenting on the year's results, President Edward Foss Wilson stated:

"The larger supplies available for processing, coupled with an increasing

(Continued on page 44.)

PURCHASING POWER GAINS

The steady increases in U. S. income payments and factory employment and payrolls, which began in 1940 and are continuing in 1941, are hopeful factors in the 1941 outlook for the meat industry. Consumer purchasing power, which these indices measure, is increasing and meat demand is improving with it.

Swift Declares an Extra Dividend; '41 Results Are Good

EARNINGS for the first two months of this year have been satisfactory and volume about in line with forecasts in livestock marketing for this year,"

John Holmes, president of Swift & Company, told the company's shareholders at the annual meeting on January 16. At a subsequent directors' meeting the board declared a special dividend of 30c a share, in addition to the regular quarterly dividend of 30c a share, on the capital stock. Both are payable April 1 to shareholders of record on March 3. All of the officers of the company were re-elected.



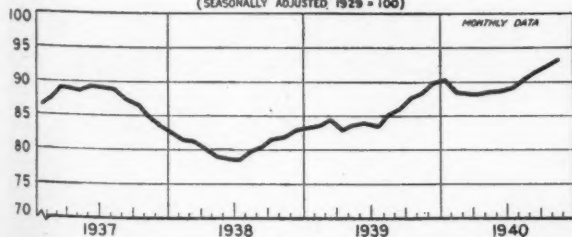
JOHN HOLMES

At the stockholders' meeting the number of directors was increased from nine to eleven by electing Albert F. Hunt, vice president, to the board for a term of three years and O. E. Jones, also a vice president, for a term of two years. G. F. Swift, M. B. Brainard and T. Philip Swift, whose terms expired, were reelected for three-year terms. Commenting on Swift earnings in the 1940 fiscal year, Mr. Holmes told shareholders:

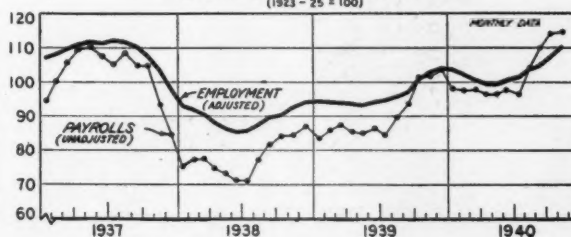
"While we were naturally gratified that 1940 earnings showed a moderate improvement over the previous year's

(Continued on page 26.)

INCOME PAYMENTS
(SEASONALLY ADJUSTED, 1929 = 100)



FACTORY EMPLOYMENT & PAYROLLS
(1923 - 25 = 100)



LUER VIEWS MEAT DRIVE AS A BOON TO ALL IN TRADE

By ALBERT LUER
Luer Packing Co., Los Angeles

AS I watch the development of the meat industry's advertising and merchandising campaign, I realize more than ever the possibilities of a promotion of this kind.

Just as the old-time butcher shop has been replaced by the modern meat market, so new methods of merchandising have made old selling techniques obsolete. We, in the meat industry, must recognize that changes have taken place, and we must adapt our way of doing business to the trends of the times.

I do not want to be unduly critical of anything that has been done in the past, for it is difficult to make revolutionary changes when your volume of business is steadily increasing. What many of us have failed to consider, however, was that the increase in population, upon which we have been so dependent for larger volume, might some day level off. That time soon will be reached, making it imperative that we revise our selling methods in order to compete with the many foods fighting for the consumer's food dollar.

Anyone can move a large volume of meat if he makes his price low enough, but that isn't good business and salesmanship—that practice merely offers an inducement to buy. Salesmanship con-

sists of creating a desire to own in the mind of the prospective buyer—a desire that will be instrumental in building demand to last over a period of time.

The meat industry's campaign is one of the best examples I have seen of a sound merchandising program. Instead of telling the housewife only how much a cut of meat costs, we're telling her how good it is, about the wealth of necessary food elements it contains, and of the many ways that it can be served on her own table.

I think that this is a sound approach to our problems because people are interested in the nutritional food value of the foods they buy. We have seen what happened to the orange and grapefruit business when they began to learn the health value of those products. We have seen the sales of vitamin products in drug stores multiplied 150 times in six years—not because people like to take capsules, but because they are convinced they are important to health.

What has succeeded in other instances should be doubly successful in the case of meat, because people like meat and because of many considerations, it has a nutritional story to tell that is surpassed by no other food. Research by eminent scientists has brought to light many astonishing facts about the proteins, vitamins, and minerals in meat.

(Continued on page 28.)

INSTITUTE CREATES STAFF OF EXPERTS IN MERCHANDISING

TO CARRY the story of the meat industry's nationwide advertising and merchandising campaign as it develops to every meat packer, salesman, retailer, retail group, and newspaper in the country, the America Meat Institute has organized a staff of ten merchandising specialists, under the direction of Frank W. Mahan, whose services are available to the Institute through the courtesy of *This Week* magazine. Each of the other members of the staff is working to coordinate activities and to create enthusiasm for the campaign in a separate territory.

In more than 170 key cities of the United States, these men, who have been selected because of their ability and training in merchandising work, will hold mass meetings of retail meat dealers. More than 300,000 retailers will have the opportunity to see and hear what the campaign will do for them.

Personal contacts will be made with sales and advertising executives in the retail field, including independent retailers, and representatives of voluntary groups, retail chain store organizations, super-markets, and other volume retail outlets. Cooperation with advertising managers and advertising solicitors, and supplying these men with mats and other advertising aids to help increase local advertising support, will also be an important part of the merchandising

(Continued on page 28.)

OMAHA MEETING

RIGHT.—Audience of over a hundred salesmen and executives at the Omaha regional meeting of the American Meat Institute. They saw the current edition of "Meat on the March," showing the magazine and newspaper advertising, store displays and other merchandising aids to be used in the meat campaign during the next four



months, and heard the program reviewed by W. R. Kinnaid of the Institute. They also viewed "Meat and Romance," the new sound film produced by the National Live Stock and Meat Board.

BELOW.—Executives gathered at dinner prior to the joint meeting with salesmen to hear H. D. Tefft of the Institute staff discuss the association's current activities. (National Provisioner photographs.)



MEAT VITAMINS—NICOTINIC ACID, MAKEUP AND FUNCTION

By C. ROBERT MOULTON
Consulting Editor, *The National Provisioner*

VII.

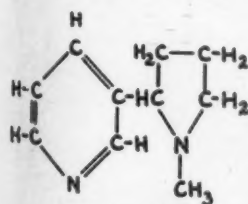
NICOTINIC acid is the third member of the vitamin B complex which is of interest to the meat packer. Its importance in nutrition has been fully recognized only within the past two years; in fact, a book on vitamins published in 1939, which consists of a series of articles by experts based on data available up to a year or so prior to publication, gives only passing mention of the indication that nicotinic acid may prove to be a valuable agent for the treatment of pellagra.

At that time the American Medical Association recognized nicotinic acid (or its amide) as a specific only in the treatment of acute pellagra in relapse. It was not recognized that it had a value in prevention and that it was the pellagra-preventing factor long foreseen by Goldberger, who was the chief worker in this field until his death.

Nicotinic acid is another of the carbon compounds made up of atoms of carbon, hydrogen, and oxygen. It contains one atom of nitrogen along with six atoms of carbon, five of hydrogen, and two of oxygen. Its complete structure as given by the chemist is shown here.

It will be recalled that in the first article of this series the question of the relationship of nicotinic acid to nicotine was raised. It was suggested that the layman must believe, in spite of the similarity in the names, that there is no relationship between the two. However, the chemist has proved that the two compounds are closely related.

The composition of nicotine is shown by the structural formula given below.



NICOTINE

formula, but that the —COOH group of the nicotinic acid has been replaced in nicotine by a five-membered ring of four carbon atoms and one nitrogen

atom. This change makes all the difference between an essential food factor and a poison. Nicotinic acid is a vitamin and nicotine is an alkaloid which is harmful to the body. There are many other such instances in living organisms. For example, as almost every one knows, carbolic acid, or phenol as the chemist calls it, is a germicide and poison. Yet, when combined with the amino acid known as alanine, it forms the amino acid called tyrosine which is essential for the formation of certain body proteins.

A second example is the chemical similarity of one of the sex hormones (chemical messengers of importance in the coordinated working of the body) needed for the proper sexual functions, to a cancer-inciting chemical. The layman need have no fear that nicotinic acid is a dangerous chemical for the body. Nature knows her business.

Function of Nicotinic Acid

The research reported in the past two years makes the chemist certain that nicotinic acid is the pellagra-preventing vitamin. In its absence man gets pellagra and dogs get "black tongue." Man also suffers from a severe inflammation of the mouth (stomatitis), diarrhea, a more or less slight degree of secondary anemia, and an inflammation of certain areas of the skin, notably on the backs of both hands and forearms.

Nicotinic acid will cure "black tongue" of dogs and this forms the basis of the method used in assaying foods for their nicotinic acid content which was developed by Dr. C. A. Elvehjem and his co-workers at the University of Wisconsin. It has also been used by a number of physicians with great success in treatment of pellagra.

Dr. Joseph Goldberger in 1928 reported the results of a study of the relative pellagra-preventing value of various foods. He classed the following foods as good sources of this factor: Wheat germ, buttermilk, fresh and corned beef, chicken, pork liver, pork shoulder, rabbit, salmon, collards, lettuce, green peas, tomato juice, turnip greens, peanut meal, rice polishings, and various yeast preparations.

The quantitative data worked out by Dr. Elvehjem for a few foods—meats, milk, and eggs—are given in the following table. The nicotinic acid content of

NICOTINIC ACID CONTENT OF ONE EDIBLE PORTION OF A FEW FOODS

Food	Serving	Amount of Nicotinic Acid	
		Milligrams	Micrograms
Liver	4 oz.	35.5	35,500
Kidney	4 oz.	19.8	19,800
Heart	4 oz.	7.8	7,800
Sweetbreads	4 oz.	3.7	3,700
Brains	4 oz.	9.0	9,000
Beef	4 oz.	8.4	8,400
Veal	4 oz.	16.2	16,200
Pork	4 oz.	11.0	11,000
Eggs	1 egg	3.3	3,300
Milk	1 glass	1.0	1,000

these foods is about ten to one hundred times their content of thiamin or riboflavin. Consequently the milligram is used as a measure. The milligram is one thousandth of a gram, but is one thousand times as large as a microgram, which is the unit of measurement for the other two B vitamins just named. For comparison with the data on these vitamins (see Articles V. and VI.) the results have also been expressed in micrograms.

The figures in the table show that milk, eggs, and sweetbreads are less rich sources of nicotinic acid than are meats and the edible glands. Again, liver and kidneys lead the list of meat foods. It is to be hoped that more quantitative determinations of the nicotinic acid content of foods will be made so that this table can be made more complete.

Human Requirements

Human requirements for nicotinic acid have not been determined. The vitamin has been used with experimental animals and several physicians have used it in the treatment of pellagra. Spies, Bean, and Ashe have had great success with rather large doses of nicotinic acid in pellagra. When given via the mouth, they found that the daily use of 500 milligrams in ten 50-milligram doses brought about a cure of most symptoms of pellagra and all of the symptoms that resulted from the absence of nicotinic acid. Only 50 milligrams were needed in very mild cases, while very severe cases required as much as 1,000 milligrams. When the vitamin was dissolved in sterile water and administered not via the alimentary canal (parenterally), the dose required was reduced to 40-80 milligrams.

From this evidence it is impossible to state how much nicotinic acid is required in the diet of man to prevent pellagra and to maintain maximum health. The requirement should be much below 500 milligrams, and it might be as little as 100 milligrams. This guess will need to stand for the present and until more information is at hand.

FOOD COSTS RISE

The cost of living of wage earners' families in the United States rose slightly in December, according to the survey for that month conducted by the division of industrial economics of the Conference Board.

Living costs were 4 per cent higher in December than they had been in November as a result of rises in food and coal prices. They were 1.4 per cent higher than during December, 1939, 19.7 per cent above the depression low of April, 1933, and 14.5 per cent below the December, 1929 level. Food prices in December advanced 1.3 per cent from November, were 2.4 per cent higher than during the same month of 1939, 28 per cent above the March, 1933 low, and 27.6 per cent below December, 1929 prices.



Army Buying Methods and Types of Fresh Meats Being Purchased

W. S. Nicholson, Wilson & Co.; R. A. Rath, Rath Packing Co.; Gus Robert, Cudahy Packing Co.; W. F. Schludenberg, Wm. Schludenberg-T. J. Kurdle Co.; George A. Schmidt, jr., Stahl-Meyer, Inc.; Karl Seiler, Karl Seiler and Sons; P. C. Smith, Swift & Company, and George M. Lewis, American Meat Institute.

From conferences to be held with army officials, it is hoped that packers will receive some estimate of the probable meat requirements, by grades and classes, of the U. S. Army for the months and seasons of 1941. It has also been suggested that it would be helpful if the government would follow a more flexible buying policy during the period of emergency. One of the other important questions being discussed at the conferences deals with the probable advantages to be gained by changing some of the meat specifications in the army contracts.

It is difficult to determine, or even make a fairly accurate estimate, of the amount of meat which will be required by the army during the coming year.

KITCHEN ON WHEELS

Whenever possible, the soldiers of the U. S. Army are served hot meals at mess time. Below is a picture taken during the second army maneuvers at Camp McCoy, Sparta, Wis., showing a typical army mobile field kitchen. At the right is a wood burning stove which can be quickly assembled. On the truck are smaller stoves used for heating water and cooking potatoes and similar foods for soldiers' meals.

The army's needs will depend directly upon its size during any given month or season. Government officials have stated that the army will be expanded to about 1,400,000 men by June 15. On that basis, it is estimated that the army will require about 230 million lbs. of fresh beef annually.

Whether or not the army will be increased to that size by the middle of next June depends on the accommodations and equipment available at that time. At present, it has been pointed out, the conscription program is already far behind schedule due to lack of proper facilities. Consequently, it is difficult for army officials to estimate a figure which might approximate actual meat requirements for three months hence, and even more difficult to do so for one year from now.

How Are Meats Bought?

Some packers may raise the question, "Well, what about canned meats—there seems to be a great deal of buying going on?" To a certain extent these products may be purchased on an estimated basis and held in reserve until required without danger of spoilage. The large number of contracts for canned meats which have been awarded in recent months reflects this fact. As reported in THE NATIONAL PROVISIONER of December 7, 1940, the Chicago Quartermaster depot purchased approximately 20,799,567 lbs. of canned meats during the first 11 months of 1940.

"What about fresh and cured meats?"

AN ARMY travels on its stomach. Recognizing the truth of this Napoleonic maxim, and the fact that meat is necessary to keep the strength, morale and fighting ability of the soldier at a high level, the federal government is developing a long range procurement policy to supply the U. S. Army with meat. In this program the government will need the intelligent help and cooperation of the meat packing industry.

At the request of the National Defense Advisory Commission, the American Meat Institute has appointed a special committee to act as liaison between the meat industry and officials of the U. S. Army and government. Composed of representatives of leading meat packing companies, the committee is determining how the meat industry can perform its task with the greatest efficiency and with least pressure on civilian markets. Members of the committee are:

W. S. Clithero, Armour and Company;
S. B. Dietrich, Hunter Packing Co.;



How are such meats bought and what kinds are now being purchased by the army?"

Although all canned meats and canned meat products are contracted for through one agency—the Chicago Quartermaster depot—all fresh and cured meats are purchased by the quartermasters at the individual army posts. For example, the quartermaster at Ft. Sheridan, Ill., buys all the meat he believes will be required to feed the soldiers stationed there. This buying is done once each month.

Army regulations governing the rationing of meat to soldiers say that each soldier is to be fed 18 oz. of meat per day, of which 2 oz. is to be bacon; 10 oz. fresh beef; 2 oz. chicken, and 4 oz. fresh pork. However, the quartermaster may substitute any of the following quantities of meat for the 10 oz. of fresh beef: Lamb, 10 oz.; mutton, 10 oz.; veal, 10 oz.; reindeer meat, 10 oz.; beef hearts, 10 oz.; canned corned beef, 10 oz.; pork, 10 oz.; bacon, 6 oz.; fish, 10 oz.; turkey, 16 oz.; canned corned beef, hash, 10 oz.; chicken, 16 oz.; smoked ham, 9 oz.; smoked shoulders, 10 oz.; fresh sausage, 8 oz., and canned sausage, 8 oz.

Packers interested in supplying the army with fresh or cured meat should contact the quartermaster stationed at each army post. As the quartermaster needs additional supplies he will send out invitations to all packers who wish to enter bids. Unlike contracts for canned meats, the packer must pay all costs of transporting the product from the plant to the final point of delivery. This narrows the field of bidders down to those having plants in the vicinity of the army post or cantonment which is to be supplied.

For packers who might be unfamiliar with the locations of army posts in their sections of the country, a list of these posts is given below. This list includes all the regular army posts. No doubt, as time passes, this list will be increased as additional camps are erected, or as National Guard camps are fully equipped to accommodate units of the conscription army.

Eastern Section

Aberdeen Proving Ground, Md.; Ft. Adams, Newport, R. I.; Ft. Allen, Ethan, Vt.; Ft. Andrews, Mass.; Ft. Banks, Winthrop station, Boston, Mass.; Bolling Field, Anacostia, D. C.; Carlisle Barracks, Pa.; Ft. Devens, Mass.; Camp Dix, N. J.; Edgewood Arsenal, Md.; Frankfort Arsenal, Bridesburg station, Philadelphia, Pa.; Ft. Hamilton, Brooklyn, N. Y.; Ft. Hancock, N. J.; Ft. Howard, Md.; Ft. Hoyle, Md.; Ft. Humphreys, Washington, D. C.; Ft. Jay, Governor's Island, N. Y.; Logan Field, Baltimore, Md.; Ft. McKinley, Portland, Me.; Madison Barracks, Sackets Harbor, N. Y.; Ft. George G. Meade, Md.

Mitchel Field, Hempstead, L. I.; Ft. Monmouth, Oceanport, N. J.; Ft. Mott, Salem, N. J.; Ft. Niagara, Youngstown, N. Y.; Ft. Ontario, N. Y.; Picatinny



FEEDING UNCLE SAM'S FIGHTERS DURING MANEUVERS

No second call for mess is needed, as is indicated by this group of soldiers lining up for their noon meal. Special emphasis is being placed by army officials on the importance of meat in the daily diet of the soldiers.

Arsenal, Dover, N. J.; Plattsburg, N. Y.; Ft. Preble, Portland, Me.; Raritan Arsenal, Metuchen, N. J.; Walter Reed (USA general hospital), Army Medical Center, Washington, D. C.; Ft. Revere, Hull, Mass.; Ft. Rodman, New Bedford, Mass.; Ft. Slocum, N. Y.; Ft. Strong, Boston, Mass.; Ft. Totten, N. Y.; Ft. Wadsworth, Rosebank, Staten Island, N. Y.; Ft. Warren, Boston, Mass.; Ft. Washington, Md.; Watervliet Arsenal, Watervliet, N. Y.; U. S. Military Academy, West Point, N. Y.; Ft. Williams, Cape Cottage, Me., and Ft. H. G. Wright, Fishers Island, N. Y.

Midwest Section

Ft. Brady, Sault Ste. Marie, Mich.; Chanute Field, Rantoul, Ill.; Ft. Crook, Neb.; Camp Custer, Mich.; Ft. Des Moines, Ia.; Erie Ordnance Depot, Fairfield, O.; Ft. Harrison, Benjamin, Ind.; Ft. Hayes, Columbus, O.; Jefferson Barracks, Mo.; Ft. Leavenworth, Kans.; Ft. Lincoln, Bismarck, N. D.; Camp McCoy, Sparta, Wis.; Ft. Meade, S. D.; Ft. Omaha, Omaha, Neb.; Ft. Riley, Kans.; Ft. Robinson, Neb.; Rock Island Arsenal, Rock Island, Ill.; Scott Field, Belleville, Ill.; Selfridge Field, Mount Clemens, Mich.; Fort Sheridan, Ill.; Ft. Snelling, Minn.; Ft. Wayne, Detroit, Mich., and Wright Field, Dayton, O.

Southern Section

Barksdale Field, Shreveport, La.; Ft. Barrancas, Fla.; Wm. Beaumont (USA general hospital), Ft. Bliss, Tex.; Ft. Belvoir, Va.; Ft. Benning, Ga.; Ft. Bliss, Tex.; Bowman Field, Route No. 7, Box 180, Louisville, Ky.; Ft. Bragg, N. C.; Brooks Field, San Antonio, Tex.; Ft. Brown, Brownsville, Tex.; Camp Bullis, San Antonio, Tex.; Ft. Clark,

Brackettville, Tex.; Ft. Crockett, Galveston, Tex.; Front Royal Quartermasters Depot, located at Front Royal, Virginia.

Ft. Sam Houston, Tex.; Kelly Field, Tex.; Ft. Knox, Ky.; Langley Field, Hampton, Va.; Ft. McClellan, Anniston, Ala.; Ft. McIntosh, Laredo, Tex.; Ft. McPherson, Atlantic, Ga.; Maxwell Field, Montgomery, Ala.; Ft. Monroe, Va.; Ft. Moultrie, Moultrieville, S. C.; Ft. Myer, Va.; Ft. Oglethorpe, Ga.; Randolph Field, Tex.; Ft. Ringgold, Rio Grande, Tex.; Ft. D. A. Russell, Marfa, Tex.; Ft. Screven, Ga.; Ft. Story, Cape Henry, Va., and Ft. Thomas, Newport, Ky.

West and Pacific Coast

Ft. Baker, Calif.; Ft. Barry, Calif.; Benicia Arsenal, Calif.; Fitzsimons General hospital, Fitzsimons Station, Denver, Colo.; Hamilton Field, Calif.; Hatbox Field, Muskogee, Okla.; Ft. Huachuca, Ariz.; Letterman General hospital, San Francisco, Calif.; Lindbergh Field, San Diego, Calif.; Ft. Logan, Colo.; Long Beach Municipal Airport, Long Beach, Calif.; Ft. MacArthur, San Pedro, Calif.; Ft. McDowell, Angel Island, Calif.; March Field, Riverside, Calif.; Ft. Mason, San Francisco, Calif.; Mather Field, Mills, Calif.; Presidio of Monterey, Calif.; Presidio of San Francisco, Presidio Station, San Francisco, Calif.; Ft. Reno, Q. M. Depot, Via El Reno, Okla.; Rockwell Air Depot, Coronado, Calif.; Ft. Rosecrans, Point Lama, Calif.; Ft. Scott, Winfield, Calif., and Ft. Sill, Okla.

Anchorage, Alaska; Ft. Douglas, Utah; Ft. Lawton, Seattle, Wash.; Ft.

(Continued on page 46.)

REFRIGERATION *and Air Conditioning*

MEAT PLANT REFRIGERATION

A Complete Course for
Executives and Workers
Prepared by—

The National Provisioner

LESSON 88

Determining Air Qualities

WHEN the air temperature and the percentage of relative humidity are maintained at definite and uniform levels in a bacon slicing room, summer sausage dry room, smoked meat hanging room or a meat plant cooler, refrigeration is required to offset heat infiltration through insulated walls and floors, and to counteract the heat generated by electric lights, branding irons and workers.

Conditions in coolers are usually of such a nature that humidity tends to increase unless means are supplied to remove moisture from the air. On damp days there is moisture leakage through building walls. When the door is opened there is a rush of humid air into the room. Small steam leaks and dripping water add moisture to the room air and increase the percentage of relative humidity. Moisture is constantly being evaporated from skin of workers and additional moisture vapor is added to the air as a product of the respiration of room occupants.

It may appear that these small amounts of moisture cannot materially affect air conditions in a large room. It should be remembered, however, that the quantity of moisture in saturated air is quite small, being so minute in fact that it is measured in grains, of which there are 7,000 to the pound.

Moisture Diffuses Rapidly

The air in a large room is considered to be of uniform consistency. Moisture introduced at any point diffuses rapidly and uniformly throughout the space. Air is described as the perfect gas, and any pressure, including vapor pressure, is quickly diffused. Convection currents also aid in diffusing moisture vapor.

The desired temperature and percentage of relative humidity are main-

tained in a room by introducing cool, conditioned air. Usually the air introduced is drier than the air in the cooler. This drier air acts as a sponge and picks up small amounts of moisture and heat which are transported to the air conditioning equipment, frequently a unit cooler, where the air is recharged and some of the moisture is squeezed out. The chilled air is then recirculated.

The faster the air is circulated, the greater is the capacity of the system, but there are limits to the speed at which air can be handled. Drafts must not be created because of their detrimental effect on product and the discomfort they cause workers. These considerations will be discussed in a future lesson.

It will be apparent to the student who has studied these lessons carefully that practically all air conditioning problems require considerations of a temperature change and an increase or decrease in the percentage of relative humidity. It is necessary, therefore, to determine accurately the characteristics of the air in the room under consideration. Unless this information is available it is impossible to translate the changes to be made into heat, humidity and volume values.

The psychrometric chart (see Lesson 87) gives the engineer this fundamental information in units expressed in

pounds of air or cubic feet of air. It was explained in Lesson 87 how dry bulb, wet bulb and dew point temperatures and relative humidities are determined when any two of these quantities are known.

However, other qualities of air in addition to those previously mentioned, must be known by the engineer who is designing an air conditioning system. These qualities are the sensible heat of dry air, volume of 1 lb. of dry air, total heat of 1 lb. of dry air, grains of moisture in 1 lb. of dry air, latent heat of 1 lb. of dry air, volume of vapor in 1 lb. of dry air and vapor pressure.

The term "grains of moisture in 1 lb. of dry air" may be confusing to the student, but it is correct and is generally used. It refers to a mixture of 1 lb. of dry air plus the amount of moisture present under the given conditions. In no case does the psychrometric chart refer to a mixture whose weight is 1 lb., but always to a mixture of 1 lb. of dry air plus its contained moisture.

Determining Unknowns

The seven aforementioned qualities of air can be determined from the psychrometric chart when dry bulb, wet bulb and dew point temperatures are known.

Sensible heat and volume per pound of dry air can be ascertained when dry bulb temperature is known.

Total heat in the air is determined from the wet bulb temperature.

Grains of moisture, latent heat, volume of vapor and vapor pressure can be determined when dew point temperature is known.

When the dry bulb, wet bulb and dew point temperatures are known, all the characteristics of air can be checked by reference to the chart. Dry bulb and wet bulb temperatures are measured with thermometers. Dew point temperature is found on the chart.

When a room is refrigerated by circulating chilled air in it, the amount of heat absorbed from the time the air enters the room until it leaves is determined by the following three factors.

Any increase in dry bulb temperature indicates the sensible heat gain. The increase in dew point temperature is an indication of the latent heat gain. Total heat gain is the sum of the sensible heat and latent heat gains.

The difference between wet bulb temperature gain, which is indicative of total heat, and the sensible heat gain, is the latent heat gain. Total heat in the air is the sum of the sensible heat, or heat of the air as indicated by the dry bulb thermometer, and the latent heat, or heat of vaporization of the moisture in the air. Latent heat is

37 LESSONS

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MEMO

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valuable bulletin
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JAMISON TRACK DOORS

JAMISON BULLETIN NO. 124
MAY, 1940

JAMISON
BUILT DOORS

**TURN OFF
LIGHTS**

ALL FILE NO. 3101

JAMISON COLD STORAGE DOOR COMPANY • HAGERSTOWN, MD., U. S. A.

The National Provisioner—January 18, 1941

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that which is required to bring about a change of state, as when ice at 32 degs. F. melts into water at 32 degs. F. This change of state was described in Lesson 3. A table of specific and latent heats of foods was also given.

The student must know the difference between sensible heat and latent heat before studying the lessons which follow. If the distinction is not clear he will become confused and will fail to understand much of the material in future lessons.

Do your men trim the profits off your pork loins? Read chapter 6 of "PORK PACKING," The National Provisioner's test book.

Refrigeration and Air Conditioning Equipment Are Featured at Chicago

THE third all industry refrigeration and air conditioning exhibition, held in Chicago January 13 to 16, offered an opportunity to get up-to-date information on the latest designs of air conditioning and refrigerating equipment and air conditioning practices. Many members of the meat industry took advantage of the show, which was sponsored by the Refrigeration Equipment Manufacturers Association. The American Society of Refrigerating Engineers, National Refrigeration Supply

Jobbers Association and the Refrigeration Service Engineers Association held meetings in the city during exhibition week.

Approximately 130 manufacturers exhibited equipment and supplies. Of particular interest to packers were the displays of the following firms: Aluminum Co. of America, Anemostat Corp. of America, Alco Valve Co., Carrier Corp., Dole Refrigerating Co., Dry-Zero Corp., E. I. duPont de Nemours & Co., Inc., Fairbanks, Morse & Co., General Electric Co., Howe Ice Machine Co., Liquid Carbonic Corp., McCord Radiator & Mfg. Co., Minneapolis-Honeywell Regulator Co., Pacific Lumber Co., Westinghouse Electric & Mfg. Co.

"Weather by Carrier," a sound-motion picture, was one of the highlights of the exhibit. It was shown in Carrier headquarters in the Stevens Hotel and was praised by everyone who saw it for its potential educational value. The picture should become an important medium with which to popularize air conditioning for human comfort and to bring about greater appreciation of the manner in which natural laws are applied to obtain desired temperature, relative humidity and air movement. Visitors to Carrier headquarters were greeted by Walter A. Bowe, advertising manager of the company.

Another enjoyable event of exhibition week was the dinner tendered by the Anemostat Corp. of America, New York City, to a group of 60 packers, meat plant engineers, architects and others interested in meat plant coolers and their efficient operation.

The principle of operation of the Anemostat, an air diffusing device being installed in packinghouse chill rooms, holding coolers and processing rooms (see THE NATIONAL PROVISIONER of January 4, 1941) and its application and advantages in these locations were ably and interestingly described by V. F. Self of the sales promotion department of the company.

PRODUCE IN COLD STORAGE

Cold storage holdings of butter, cheese and eggs on hand January 1, 1941, compared with the 1940 stocks and the five-year average:

	Jan. 1, 1941	Jan. 1, 1940	5-yr. av. 1936-40
	M lbs.	M lbs.	M lbs.
Butter, creamery	41,590	55,462	65,707
Butter, packing stock	8	18	150
Cheese, American	111,963	86,805	92,118
Cheese, Swiss	5,030	6,061	5,310
Cheese, brick & Munster	501	1,015	815
Cheese, Limburger	725	1,070	988
Cheese, all other varieties	10,304	12,300	9,324
Eggs, shell, cases	618	532	606
Eggs, frozen	72,756	72,279	73,155
Eggs, frozen, case equivalent	2,079	2,065	2,060
Total, case equivalent, both shell & frozen	2,697	2,597	2,746

HERE'S HOW YOU Save with VILTER PAKICE.

ICE PER TON

\$5⁰⁰

.75
.50
.25

\$4⁰⁰

.75
.50
.25

\$3⁰⁰

.75
.50
.25

\$2⁰⁰

\$1⁰⁰

High Cost of
other forms of Ice.

Cost per ton plus crushing, handling, and labor expense.

Low Cost of
VILTER PAKICE

READY FOR USE
(Depends on Local Power Costs)

Check your present ICE COSTS on this chart, then compare them with the LOW COST OF VILTER PAKICE. You'll get a rough idea of how much money Vilter PAKICE will save in YOUR plant. Then, for more accurate estimate, return the coupon.

Vilter Pakice offers longer and better refrigeration for all perishables — melts more slowly — handles easier. Has no large chunks to dull grinder knives or leave air holes or sour finished product.

Crystalform Pakice is also made in Briquette form for economical Car Icing.

★ Vilter Pakice Equipment is available in daily capacities for all plants . . . ½, 1, 2½, 5 tons and up to 30 tons in 5-ton increments.



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Please send us more details on Savings with Vilter Pakicers to fit the following conditions:

Amount of Ice used: Daily..... Annually.....
Water: Temperature.....Cost.....
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More Money-Saving Advantages than ever before

• When a Dodge truck owner says, "Best truck I ever owned," he means several things. He means *satisfaction* that comes with a truck that stays *on the job*, and out of the shop—*satisfaction* with *high gas mileage*, *low oil consumption*—*satisfaction* with **QUALITY** that reduces maintenance costs.

No wonder! There are a half-million man-hours of experienced truck engineering devoted each year to making Dodge *Job-Rated* trucks *better* trucks. They're *better* because of new *quality* in materials—new standards of precision manufacture.

See your Dodge dealer now. Liberal allowance on present equipment—easy budget terms—attractive, low prices.

DODGE DIVISION, CHRYSLER CORPORATION, DETROIT, MICH.

One of fleet of ten Dodge *Job-Rated* trucks in the service of
OHIO PROVISION COMPANY,
Cleveland, Ohio.



Look at These **DODGE *Job-Rated TRUCK FEATURES**

- **PRECISION-TYPE ENGINE BEARINGS**—Steel backed, easily replaceable.
- **ROLLER BEARING UNIVERSAL JOINTS**—Reduce friction, save repairs.
- **TAPERED ROLLER WHEEL BEARINGS**—Long lasting, resist side thrust.
- **BANJO-TYPE REAR AXLE HOUSING**—Easier to service, if necessary.
- **OIL BATH AIR CLEANER**—Removes dirt, saves oil, saves gas.
- **EXHAUST VALVE SEAT INSERTS**—Prolong valve life, save regrinding expense.
- **BY-PASS THERMOSTAT**—Speeds engine warm-up, saves gas and oil, improves cold weather performance.
- **NEW COMFORT DESIGN CABS**—A "hit" with drivers.

DEPEND ON DODGE *Job-Rated TRUCKS

1 1/4, 2, 3 TON CAPACITIES 112 STANDARD CHASSIS AND BODY MODELS ON 16 WHEELBASES *Job-Rated* MEANS A TRUCK THAT FITS YOUR JOB

See Your
Dodge Dealer

for

1. A "GOOD DEAL"
2. EASY BUDGET TERMS
3. RELIABLE USED TRUCKS, ALL MAKES



No weak links in this chain!

Every link uniformly good . . . every sale an invitation to repeat. That's the sort of PORK SAUSAGE that builds profitable volume for you.

Uniformity of flavor is what brings customers back week after week for the same brand. And uniformly wonderful flavor is what you get with MAYER'S WONDER PORK SAUSAGE SEASONING.

This prepared seasoning assures uniformly delicious flavor and eye-catching pink color. Experienced and skillful blending enable us to produce for you a seasoning that will make your product a standing favorite with people in your community. Let us demonstrate this fact to you. Write us!

"THE MAN WHO KNOWS"



"THE MAN YOU KNOW"

MAYER'S *Wonder*
PORK SAUSAGE SEASONINGS

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave., Chicago, Illinois

Canadian Sales Office: 159 Bay St., Toronto . . . Canadian Plant: Windsor, Ontario

Up and down the MEAT TRAIL

N. O. Newcomb, 79, Veteran Cleveland Packer, Is Dead

N. O. Newcomb, who served as president of the Lake Erie Provision Co., Cleveland, O., for 20 years before his retirement in 1937, passed away on January 13 at the age of 79. Father of Chester G. Newcomb, present head of the company, Mr. Newcomb was chairman of the board at the time of his death, as well as a director of the Cleveland Union Stock Yards. Mr. Newcomb had been affiliated with the Lake Erie Provision Co. since 1893.



N. O. NEWCOMB

For many years, he served as a director of the old American Meat Packers' Association. He is survived by his wife, Mollie Ziemer Newcomb; a daughter, Mrs. Norma N. Clarke of Philadelphia; Chester Newcomb, president of the company, and Nelson O. Newcomb, secretary and treasurer.

Funeral services were held at 17900 Lake rd., Lakewood, O., with burial in Riverside cemetery.

New York Provision Trade Group Holds Dinner Dance

Manufacturers' division of the Meat Trade Institute, Inc., New York City, staged its first dinner dance on January 12 at the Hotel Astor, with about 200 members and friends in attendance. George Kast, president, Henry Kast, Inc., chairman of the committee on social functions, and his assistants were praised for arranging an evening of fellowship and good eating.

The institute, organized in 1939 to serve as a central trade association for the local wholesale meat and provisions manufacturing industry, concerns itself with such problems as labor relations, proposed legislation affecting the trade and methods of enforcement used by public health authorities. The manufacturers' division, only one organized thus far, has a membership of 45. Plans call for establishment of a wholesale division soon.

In the field of labor relations, the institute has served employers as permanent authority in matters relating to labor and as employers' collective bargaining agency. It negotiated the standard labor agreement now in effect in the New York provisions manufacturing industry. Other constructive work has been done in connection with

trichinosis legislation and lowering of workmen's compensation rates.

Officers include Henry Wiebke, jr., Hugo & Wiebke, Inc., president; George Kast, Henry Kast, Inc., vice president; John Krauss, John Krauss, Inc., secretary; Otto Hartnagel, Otto Hartnagel, Inc., treasurer. Directors are Ben Rotter, Blue Ribbon Provisions, Inc.; Anton Weber, Schaller & Weber; Edward Hoddersen, Hoddersen Bros.; Lester Levy, Plymouth Rock Provision Co., Inc.; Harry White, White Packing Co., Inc.; J. Fleischmann, Jos. Fleischmann, Inc.

N. Y. Armour Manager

Effective December 30, 1940, Frank A. Benson, president, New York Butchers Dressed Meat Co., was appointed general manager of the Greater New York area of Armour and Company, and Walter K. Reardon, who for the past several years was located at the company's plant in Akron, O., was appointed general manager of the New York Butchers plant to succeed Mr. Benson. Mr. Reardon held this position some years ago, and his many friends are glad to welcome him back.

SENIORITY NUMBER TO HORMEL HEAD

Jay C. Hormel (right), president, Geo. A. Hormel & Co., Austin, Minn., receives seniority disc No. 44 from Stanley Fedson, manager of the company's time department. Approximately 4,500 of the bronze souvenirs were distributed to Hormel employees on January 2, showing each worker his exact seniority status with the company. Disc No. 1, illustrated in the accompanying photo, was sent to George A. Hormel, founder and chairman of the board



of the company. The photograph shows how the unique pocket-pieces are worded and how they carry engravings of the Hormel trademarked animals on the reverse side. New numbers on new discs will be given out each year as the seniority standing of employees changes.

David Allerdice Is Third Victim of Apartment Fire

Extensive and severe burns, suffered on January 5 when he vainly attempted to save his wife and young son from a fire which swept the family's second-floor apartment home, resulted in the death on January 10 of David Allerdice, sr., 53, vice president of Kingan & Co., Indianapolis. Another son, David Allerdice, jr., injured getting his father out of the burning home, was released from the hospital on January 9. Mrs. Allerdice and young Anthony, 7, were suffocated before they could be reached by rescuers.



D. W. ALLERDICE

A famous gridiron star at the University of Michigan in the early 1900's, Mr. Allerdice entered the meat industry in Indianapolis at the old Indiana Abattoir, operated by his father. He became

manager of the beef department of Kingan & Co. in 1929, and was later advanced to vice president in charge of beef operations. Mr. Allerdice was widely acquainted and well liked among packers, business men and livestock producers. News of his tragic death comes as a shock to the trade.

Veteran "Boss" Worker Sees Company Grow for 55 Years

One of the happiest persons on hand at the recent opening of the new plant of Cincinnati Butchers' Supply Co., Cincinnati, O., was **Albert Johnson**, who has been affiliated with the company approximately 55 years, just one week less than its full life. Mr. Johnson, who is still active in various duties about the plant, started out with Charles G. Schmidt, founder of the business, at the age of 20. At that time, the company's principal business was handling casings. Mr. Johnson worked in the casings department until the wood-working department was fully developed for production of refrigerators, counters, and store fixtures, when he was made head of the finishing department.

Mr. Johnson makes a point of the fact that he and another Cincinnati employe, who has been with the company nearly 45 years, have together given it nearly a century of service.

RETAILERS ATTEND MEETING

Host to an overflow crowd of more than 900 enthusiastic Chicago retail meat dealers, the American Meat Institute and the National Live Stock and Meat Board launched the first of four joint merchandising meetings at Turner Hall, 1653 Belmont ave., on January 13. Other meetings were held later in various sections of the city.

The first half of the meeting featured the showing of the Institute's color sound film, "Meat Marches On," a graphic presentation of the January-through-April portion of the consumer meat advertising campaign sponsored by the Institute. Frank Mahan, director of merchandising, represented the American Meat Institute and explained the retailers' part in the campaign.

A meat cutting demonstration by M. O. Cullen, director of the Meat Board's merchandising department, featured the second portion of the program. R. C. Pollock, general manager of the Board, who served as chairman of the meeting, gave a short talk and presented various leaders of the meeting to the audience. Copies of the Board's new merchandising book, "Increasing Meat Sales," were given to those in the attendance.

Personalities and Events Of the Week

Roland D. Smith, 81, pioneer Colorado meat packer and retired banker, passed away on January 6. In 1880, when mining camps were booming in Colorado, Mr. Smith and his father came to Denver and, with other members of his family, established Smith Bros., described as the first pork packing plant in the state. The firm combined with the Colorado Packing Co. in 1891, which was later bought by Armour and Company. Mr. Smith was among the original stockholders of the Denver Union Stock Yards Co.

George B. Fischer, 79, former manager and livestock buyer for the Buffalo, N. Y., branch of New England Dressed Meat & Wool Co., died on January 9 in his Buffalo home after an illness of seven weeks. He began buying cattle for the company when only 15 years old.

Elmer S. Burnham, 86, founder and retired president of the E. S. Burnham Packing Co. of New York, died on January 4 in East Orange, N. J. Born in Deerfield, Mich., Mr. Burnham founded the packing firm after retiring as a wheat broker in Chicago.

Roy Downing Brown, head of the insurance department of Swift & Company since 1932, died in his Chicago home on January 9. Mr. Brown entered the employ of the company in the insurance department in 1906.

Anthony Starcevic, manager, Union Provision & Packing Co., Pittsburgh, Pa., has joined for a few weeks, as the only American member, an archeological expedition to Oaxaca, Mexico, sponsored

by the University of Mexico. Mr. Starcevic, who majored in Latin-American history and Spanish before being graduated from Duquesne University in 1935, studied for his master's degree at the University of Pittsburgh.

Hugh F. Thomas, formerly director of sales for the canned meat division of Tobin Packing Co., Ft. Dodge, Ia., has been named salesmanager of Stewart & Ross Corp., makers of Corvet vitamin capsules.

Henry R. Streckert, pork department superintendent of H. C. Bohack Co., Inc., Brooklyn, N. Y., was in Chicago this week.

The sausage factory of **Theodore Toepel** at Howards Grove, Wis., was destroyed by fire on January 3. The loss of \$4,250 was partially insured.

E. H. Wagner of the industrial relations department of Swift & Company spoke on employe training before the January dinner meeting of the Office Management Association of Chicago on January 16.

Alec Chesser, formerly eastern district sales supervisor for the Visking Corporation, and more recently vice president of Arbogast & Bastian, meat packers of Allentown, Pa., has joined Sylvania Industrial Corp. as eastern sales supervisor of the company's sausage casing division.

Vice presidents **O. E. Jones** and **G. J. Stewart**, Swift & Company, Chicago, spent a few days in New York during the past week.

J. Elmer Brock, Kaycee, Wyo., was reelected president of the American National Livestock Association at the closing sessions of the annual convention at Ft. Worth, Tex., on January 9. Salt Lake City was chosen as the site of

(Continued on page 54.)



OVERFLOW CROWD AT JOINT MEETING FOR RETAILERS

More than 900 meat retailers attend the first of a series of joint pep meetings sponsored by the American Meat Institute and the National Live Stock and Meat Board at Chicago this week. (National Provisioner photo.)

For tempting, delicious flavor

Boat's Head Super Seasonings



THE PRESERVLINE MANUFACTURING CO., BROOKLYN, N. Y.

Open House Signals Start of Operations in New Boss Plant

CINCINNATI Butchers' Supply Co. of Cincinnati, O., celebrated its fifty-fifth anniversary as a meat industry supplier on January 6 with an open house at its new plant. Local customers of the firm, business associates and friends within and without the industry were invited to view the company's new and enlarged facilities.

The company was founded in 1886 by Charles G. Schmidt and was incorporated in 1905. Its first home was at Central and Kindel aves., where a deep cool cellar provided desirable storage space for casings. The handling and sale of casings was then the firm's principal activity, but a sideline of butchers' tools was carried and the company also jobbed refrigerators and butchers' supplies.

In 1890 the plant was moved to larger quarters at 1954-1968 Central ave. Here the manufacture of refrigerators, retail store showcases and fixtures was started, and the production of labor saving equipment for butchers and sausage manufacturers was later commenced.

Meat cutters and mixers for sausage manufacturing were the first machines turned out, but it was not long before

the firm had designed and begun the manufacture of a complete line of machinery to reduce the labor needed in the slaughtering and other departments of the packinghouse.

By 1900 the volume of business had increased to the extent that larger quarters were again required and the plant was moved to 1970-2008 Central ave. Manufacturing operations were continued in this location until this year.

The new plant of the Cincinnati Butchers' Supply Co. contains more than 100,000 sq. ft. of floor space and is provided with all facilities and equipment required to produce the firm's large and varied line of packinghouse and sausage plant equipment. Main lobby and entrance is in center of the building facing north. On one side of the lobby are the directors' room and private lockers and shower. Office of Miss M. A. Schmidt, secretary and executive in charge of advertising and sales promotion, is located on the other side. The lobby leads into an attractive general office with modern furnishings. No windows open into this latter room, which is air conditioned, acoustically treated and lighted with fluorescent lamps. Office floors

CELEBRATE PLANT OPENING

(See opposite page)

TOP.—Newly opened plant of the Cincinnati Butchers' Supply Co., which was the scene of the company's fifty-fifth anniversary celebration.

1.—Herman Schmidt, president, converses with a group of visitors attending the opening of the plant.

2.—Oscar C. Schmidt, sr., vice president of the company.

3.—Frank L. Wuest, treasurer, greets visitors in the attractive general office.

4.—(Left to right): Henry Schlachter, Jacob Schlachter's Sons Co., Cincinnati, O.; Miss M. A. Schmidt, secretary, Cincinnati Butchers' Supply Co., and J. B. Gray, editor, The National Provisioner.

5.—General office of the company.

6.—William C. Schmidt, vice president, explains construction details of a Bon grinder to E. H. Cordes, E. Kahn's Sons, Cincinnati. (National Provisioner photos.)

are of composition tile. Engineering office, to east of main office, is finished and equipped in a similar manner.

Seven cranes are provided to simplify and speed up handling of raw materials, parts and completed machines, and much new metal fabricating, forming and finishing equipment has been installed. A railroad switch enters the building at one end. Executives of the firm believe the new plant and its modern and efficient equipment provide an ideal set-up for serving meat packers, sausage manufacturers and renderers.

Officers of the Cincinnati Butchers' Supply Co. are:

Herman C. Schmidt, president; Oscar C. Schmidt, sr., C. Oscar Schmidt, jr. and William C. Schmidt, vice presidents; Miss M. A. Schmidt, secretary; Frank L. Wuest, treasurer; Albert J. Apfel, assistant treasurer.

C. Oscar Schmidt is a captain in the reserve officers corps on active duty and was unable to be at the opening.

CONSCRIPT AID NOT TAXABLE

The Commissioner of Internal Revenue has ruled that payments made by an employer to his former employees called for active service with the armed forces of the United States, or who voluntarily enlisted for service, to supplement amounts received by them from the federal government, do not constitute "wages" for federal social security tax purposes.

The commissioner pointed out that this ruling is in keeping with the bureau's ruling that amounts paid by employers during the present emergency to employees who are absent in the military or naval service, are allowable deductions from gross income of the payors for federal income tax purposes. The commissioner also pointed out that this ruling does not modify previous rulings holding that such payments constitute taxable income to the recipient for purposes of the federal income tax.

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GREAT LAKES BRANDERS

The Great Lakes method of branding Braunschweiger, Liver Sausage and Long Bologna is simple, easy, effective and speedy! Sausage is branded while cold and while on the stick or rack. Roller die construction enables you to brand entire sausage length in one operation. Special GREAT LAKES Branding Ink is dried immediately by the electrically heated roller die, thus eliminating all danger of smearing or blurring. Continuous branding marks even the smallest retail purchase.

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For products stuffed in sewed hog bungs use a concave branding die; for larger products a straight die is recommended.



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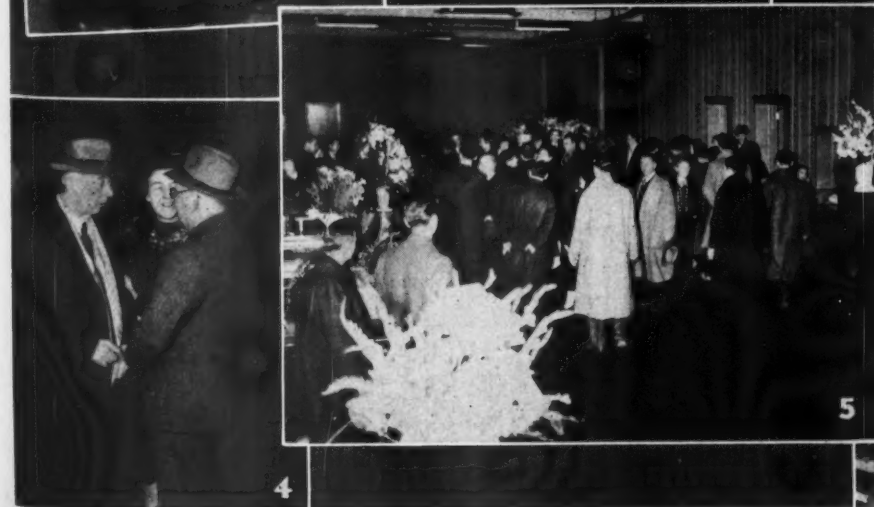
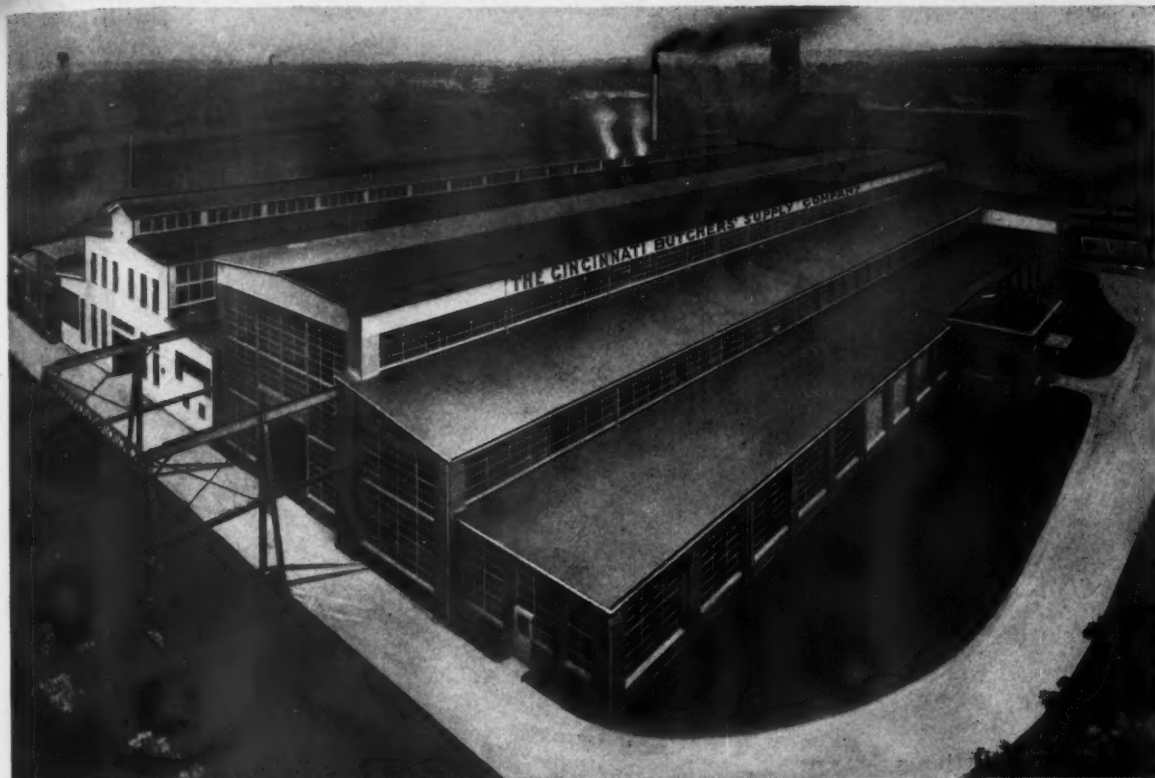
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"I can do this", says one paper. "I can do that", says another. And so it goes. Every paper has at least *one* special feature.

But wait a minute. Suppose you do need a wrapper with a certain characteristic. Isn't it wise to make sure that the paper you use won't fall down in other respects?

You can count on Patapar *through* and *through*. This unique paper gives you not *one* but FIVE important features.

Won't go to pieces when wet. Wrappers are constantly being attacked by moisture in the *product*, and moisture in the *air*. You'll play safe with Patapar. It's insoluble.

Resists fat, grease, oils. Ordinary papers absorb grease. That's what causes wrapper stains and weak spots. But with Patapar you have a paper that resists grease penetration.

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January 1 U. S. Lard Stocks Amount to 287 Million Lbs.

PACKERS started the 1941 calendar year with 287 million lbs. of lard in storage (including 13 million lbs. held by the SMA.), a new record for January 1 and the largest amount reported since the 303-million lb. holdings of August 1, 1940. In addition, 7 million lbs. of rendered pork fat was on hand.

Lard production exceeded consumption by about 54 million lbs. during December and the accumulation, while seasonal, was abnormally large for this month. This was due to the 6-million head hog slaughter of December, which was the largest since 1924. Hog slaughter was of record-breaking proportions in the three closing months of 1940 and, as a result, is expected to be lighter than usual during early 1941.

Evidence that lard accumulation has slowed down since the first of the year is found in the latest report on Chicago stocks which shows a gain of only about 1½ million lbs. during the first half of January.

Total U. S. lard stocks on January 1 were 125 million lbs. greater than stocks a year earlier and 182 million lbs. greater than the five-year average.

Heavy additions were also made to U. S. meat stocks during December with most of the product going into the freezer. Frozen pork holdings showed the largest gains and totaled 312,693,000 lbs. on January 1 compared with 123,360,000 lbs. on December 1, 1940. Stocks

of all frozen and cured meats totaled 868,436,000 lbs. on January 1 compared with 550,407,000 lbs. on December 1, 1940, 645,969,000 lbs. on January 1, 1940, and 5-year average of 650,572,000 lbs.

It is estimated that about 77 million hogs were slaughtered during 1940, including stock butchered on farms and under local and state inspection. This was the largest total for any year since 1923, when hogs slaughter totaled 77,708,000 head, the largest kill on record. Packers and farmers slaughtered 66,033,000 hogs during 1939, and 58,982,000 hogs during 1938.

It is hoped that broader domestic buying power, resulting from increased industrial activity, will accelerate movement of stocks into consumptive channels and help to offset the lack of foreign orders during 1941. The extremely heavy slaughter during the last three months of 1940, and the very small 1940 volume of exports, definitely show their effects in the following table. Total stocks on January 1, 1941:

	Jan. 1, 1941 lbs.	Jan. 1, 1940 lbs.	5-yr. Jan. 1 av. lbs.
Total meats.....	868,436,000	645,969,000	650,572,000
Total pork.....	655,517,000	469,459,000	458,359,000
Total beef.....	106,315,000	76,974,000	99,220,000
Total trimmings.....	101,492,000	94,733,000	88,065,000
Total lamb and mutton.....	5,112,000	4,803,000	4,898,000
Lard.....	286,773,000	162,105,000	104,349,000
Rendered pork fat.....	7,004,000	1	1

¹Previously included with lard.

Of the total stocks on January 1,

1941, the largest portions were held in the following geographical sections:

	Total meats lbs.	Total pork lbs.	Total lard lbs.
Middle Atlantic.....	57,163,000	30,569,000	13,378,000
East North Central.....	300,687,000	221,167,000	204,708,000
West North Central.....	267,672,000	205,004,000	52,775,000
Other.....	142,914,000	98,767,000	15,912,000
Total.....	868,436,000	655,517,000	286,773,000

Stocks of frozen and cured meats accumulated during December totaled 318 million lbs. compared with 173 million lbs. a year earlier and 165 million lbs. for the 5-year average. Total gain in beef holdings during December amounted to approximately 35 million lbs.

Dry salt pork stocks gained approximately 21 million lbs. during December, 1940—an increase of 40 per cent. Pickled pork holdings increased about 36 million lbs., or 16 per cent. Total pork stocks rose about 247 million lbs.

Storage stocks in the United States on January 1, as reported by the U. S. Department of Agriculture:

	Jan. 1, 1941 lbs.	Dec. 1, 1940 lbs.	Jan. 1, 5 yr. av. lbs.
Beef, frozen.....	87,538,000	55,686,000	79,240,000
In cure.....	14,718,000	12,005,000	15,747,000
Cured.....	4,059,000	3,517,000	4,233,000
Pork, frozen.....	312,693,000	123,360,000	158,183,000
D.S. in cure.....	45,828,000	35,499,000	37,890,000
D.S. cured.....	27,472,000	18,786,000	23,190,000
S.P. in cure.....	168,586,000	152,386,000	152,124,000
S.P. cured.....	102,938,000	80,869,000	86,972,000
Lamb & mutton frozen.....	5,112,000	4,427,000	4,898,000
Frozen and cured trmgs., etc.....	101,492,000	65,572,000	88,065,000
Lard.....	286,773,000	232,472,000	104,349,000
Product put in cure during:			
Dec. 1940.....			
Beef, frozen.....	47,582,000	21,798,000	30,216,000
Beef put in cure.....	8,706,000	6,544,000	7,204,000
Pork, frozen.....	201,752,000	119,921,000	100,620,000
D.S. pork put in cure.....	51,014,000	52,557,000	46,904,000
S.P. pork put in cure.....	194,489,000	183,000,000	149,832,000
Lamb and mutton frozen.....	1,604,000	1,895,000	1,504,000

CUT-OUT LOSS INCREASES WITH RISE IN HOG PRICES

Hog costs advanced sharply during the week, the rise in prices ranging from 87c to 97c per cwt. over last week's averages, as receipts declined. Product values rose considerably during the week, but failed to keep pace with hog costs. Increases in average cut-out loss ranged from 13c to 15c per cwt. on the three-weight ranges shown.

	Pct. live wt.	Price per lb.	Value per cwt. alive	Pct. live wt.	Price per lb.	Value per cwt. alive	Pct. live wt.	Price per lb.	Value per cwt. alive
—180-220 lbs.—				—220-240 lbs.—			—240-270 lbs.—		
Regular hams.....	14.00	17.3	\$2.42	13.80	17.3	\$2.30	13.70	17.4	\$2.38
Picnics.....	5.60	11.9	.67	5.40	11.8	.64	5.30	11.4	.60
Boston butts.....	4.00	15.5	.62	4.00	15.0	.60	4.00	13.9	.56
Loin (blade in).....	9.80	17.1	1.68	9.60	16.9	1.62	9.50	16.1	1.53
Bellevue, S. P.....	11.00	15.1	1.64	9.70	15.0	1.46	8.00	13.1	1.05
Bellevue, D. S.....	...	...	...	2.00	10.8	.22	4.00	10.7	.43
Fat backs.....	1.00	4.6	.05	3.00	5.0	.15	4.00	6.3	.25
Plates and jowls.....	2.50	5.5	.14	3.00	5.5	.17	3.40	5.5	.19
Raw leaf.....	2.10	5.5	.12	2.20	5.5	.12	2.00	5.5	.11
P. S. lard, rend. wt.....	12.40	6.8	.72	11.00	5.8	.64	10.30	5.8	.60
Spareribs.....	1.60	11.9	.19	1.50	9.9	.15	1.50	7.5	.11
Trimming.....	3.00	10.0	.30	2.80	10.0	.28	2.80	10.0	.28
Feet, tails, neckbones.....	2.00	...	.08	2.00	...	.07	2.00	...	.07
Offal and miscellaneous.....	...	...	.25	...	...	.25	...	...	.25
TOTAL YIELD AND VALUE.....			\$8.90			\$8.76			\$8.41
Cost of hogs per cwt.....		\$8.40			\$8.37			\$8.17	
Condemnation loss.....		.04			.04			.04	
Handling and overhead.....		.60			.52			.47	
TOTAL COST PER CWT. ALIVE.....		\$9.04			\$8.93			\$8.68	
TOTAL VALUE.....		8.90			8.76			8.41	
Loss per cwt.....		\$1.14			\$1.17			\$1.27	
Loss last week.....		.00			.02			.14	

CHICAGO MID-MONTH STOCKS

Stocks of provisions at Chicago at the close of trading on January 14:

	Jan. 14, 1941	Dec. 31, 1940	Jan. 14, 1940
P. S. lard, made since Jan. 1, 1941.....	12,128,750	...	29,596,484
P. S. lard, made Oct. 1, 1940 to Jan. 1, 1941.....	51,653,152	51,919,661	56,701,394
P. S. lard, made Jan. 1, 1940 to Oct. 1, 1940.....	94,149,002	100,045,896	12,254,292
P. S. lard, made previous to Jan. 1, 1940.....	20,062,784	23,238,752	392,126
Other kinds of lard.....	9,202,881	10,616,890	5,710,258
Total lard, all kinds.....	187,166,569	185,821,199	104,654,534
D. S. Cl. bellies, contract.....	1,045,772	1,248,741	2,629,393
D. S. Cl. bellies, other.....	2,706,235	3,097,364	3,439,974
Total, D. S. Cl. bellies.....	3,752,007	4,346,105	6,069,367
D. S. rib bellies, made since Oct. 1, 1940.....	271,395	201,000	994,180

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended on January 11, 1941, with comparisons:

	Week Jan. 11	Previous week	Same week '41
Cured Meats, lbs.....	16,883,000	14,628,000	15,533,000
Fresh meats, lbs.....	69,240,000	52,951,000	68,627,000
Lard, lbs.....	6,774,000	5,613,000	5,513,000

CHICAGO PROVISION MARKETS

CASH PRICES

Carlot trading loose, basis, f.o.b. Chicago or Chicago basis, Thurs., January 16, 1941

REGULAR HAMS		
Green		*S.P.
8-10	.....	18
10-12	.....	18
12-14	.....	17 1/2
14-16	.....	17 1/2
10-16 range	.....	17 1/2

BOILING HAMS		
Green		*S.P.
16-18	.....	18 1/2
18-20	.....	18 1/2
20-22	.....	18 1/2
16-20 range	.....	18 1/2
16-22 range	.....	18 1/2

SKINNED HAMS		
Green		*S.P.
10-12	.....	19 1/2
12-14	.....	19 1/2
14-16	.....	19 1/2
16-18	.....	19 1/2
18-20	.....	19 1/2
20-22	.....	19 1/2
22-24	.....	19 1/2
24-26	.....	19 1/2
26-28	.....	19 1/2
28-30	.....	19 1/2
25/up, No. 2's inc.	.....	14 1/2 @ 14 1/2

PICNICS		
Green		*S.P.
4-6	.....	12 1/2
6-8	.....	12 1/2
8-10	.....	11 1/2
10-12	.....	11 1/2
12-14	.....	11 1/2
8/up, No. 2's inc.	.....	11 1/2
Short shank % @ % c over.		

BELLIES		
(Square cut seedless)		
Green		*D.C.
6-8	.....	15 1/2
8-10	.....	15 1/2
10-12	.....	15 1/2
12-14	.....	15 1/2
14-16	.....	15 1/2
16-18	.....	15 1/2

*Quotations represent No. 1 new cure.

GREEN AMERICAN BELLIES		
18-20	.....	12 1/2
20-25	.....	12 @ 12 1/2

D. S. BELLIES		
Clear		Rib
16-18	.....	12 1/2
18-20	.....	11 1/2
20-25	.....	11 1/2
25-30	.....	11 1/2
30-35	.....	11 1/2
35-40	.....	11
40-50	.....	10 1/2

D. S. FAT BACKS		
6-8	.....	5 1/2
8-10	.....	6
10-12	.....	6 1/2
12-14	.....	7 1/2
14-16	.....	7 1/2
16-18	.....	8
18-20	.....	8 1/2
20-25	.....	9 1/2

OTHER D. S. MEATS		
Regular plates	.....	8n
Clear plates	.....	5 1/2 n
D. S. jowl butts	.....	6
S. P. jowls	.....	6 1/2
Green square jowls	.....	7 1/2
Green rough jowls	.....	6 1/2

WEEK'S LARD PRICES

Prices of cash, loose and leaf lard on the Chicago Board of Trade:

	Cash	Loose	Leaf
Saturday, Jan. 11	5.22 1/2 n	5.55 n	5.70 n
Monday, Jan. 13	5.32 1/2 n	5.77 1/2 b	6.00 n
Tuesday, Jan. 14	5.32 1/2 n	5.77 1/2 n	6.00 n
Wednesday, Jan. 15	5.35	5.87 1/2 n	6.00 n
Thursday, Jan. 16	5.30	5.72 1/2 n	5.87 1/2 n
Friday, Jan. 17	5.35	5.72 1/2 n	5.87 1/2 n

Packers' Wholesale Prices

Refined lard, tierces, f.o.b. Chgo.	7.75
Kettle rend, tierces, f.o.b. Chgo.	8.75
Leaf, kettle rend, tierces, f.o.b. Chgo.	8.75
Neutral, tierces, f.o.b. Chicago	8.50
Shortening, tierces, c.a.f.	9.50

Havana, Cuba Lard Price

Pure lard	Wednesday, January 15, 1941	11.92c
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FUTURE PRICES

SATURDAY, JANUARY 11, 1941

LARD—		Open	High	Low	Close
Jan.	5.17 1/2	5.17 1/2	5.15	5.17 1/2 a	
Mar.	6.50	6.50	6.47 1/2	6.47 1/2 b	
May	6.67 1/2	6.67 1/2	6.62 1/2	6.65 a	
July	6.82 1/2	6.85	6.82 1/2	6.85 a	
Sept.	7.07 1/2	7.07 1/2	7.00	7.05 a	
Sales: Jan. 5; Mar. 1; May 22; July 9; Sept. 9; total, 46 sales.					
Open interest: Jan. 146; Mar. 98; May 1,000; July 341; Sept. 190; total, 1,780 lots.					
CLEAR BELLIES—		Jan.	11.50	11.50	11.12 1/2 b
May	11.50	11.50	11.50	11.50 a	

MONDAY, JANUARY 13, 1941

LARD—		Open	High	Low	Close
Jan.	5.20	5.35	5.20	5.17 1/2 ax	
Mar.	6.52 1/2	6.72 1/2	6.52 1/2	6.85	
May	6.72 1/2	6.92 1/2	6.72 1/2	6.85 ax	
July	6.95	7.12 1/2	6.95	7.00 b	
Sept.	7.15	7.32 1/2	7.15	7.17 1/2 -20	
Sales: Jan. 28; Mar. 11; May 76; July 40; Sept. 38; total, 193 sales.					
Open interest: Jan. 159; Mar. 99; May 1,007; July 355; Sept. 202; total, 1,822 lots.					
CLEAR BELLIES—		Jan.	11.25	11.25	11.25 b
May	11.50	11.50	11.50	11.50 b	

TUESDAY, JANUARY 14, 1941

LARD—		Open	High	Low	Close
Jan.	5.25	5.27 1/2	5.22 1/2	5.27 1/2 ax	
Mar.	6.80	6.92 1/2	6.75	6.85 ax	
May	6.92 1/2	7.10	6.95	7.05 ax	
July	7.10	7.30	7.15	7.22 1/2 b	
Sept.	7.25-30	7.30	7.15	7.22 1/2 b	
Sales: Jan. 10; Mar. 2; May 70; July 38; Sept. 25; total, 145 sales.					
Open interest: Jan. 87; Mar. 101; May 1,002; July 345; Sept. 217; total, 1,752 lots.					
CLEAR BELLIES—		Jan.	11.25	11.25	11.25 n
May	11.50	11.50	11.50	11.50 n	

WEDNESDAY, JANUARY 15, 1941

LARD—		Open	High	Low	Close
Jan.	5.35	5.35	5.25	5.30 ax	
Mar.	6.80	6.80	6.72 1/2	6.75 b	
May	6.90-97 1/2	7.00	6.90	6.95 ax	
July	7.17 1/2	7.17 1/2	7.10	7.12 1/2	
Sept.	7.37 1/2	7.37 1/2	7.30	7.32 1/2 ax	
Sales: Jan. 9; Mar. 6; May 117; July 41; Sept. 22; total, 195 sales.					
Open interest: Jan. 89; Mar. 97; May 995; July 356; Sept. 230; total, 1,767 lots.					
CLEAR BELLIES—		Jan.	11.50	11.50	11.50 b
May	11.50	11.50	11.50	11.50 b	

THURSDAY, JANUARY 16, 1941

LARD—		Open	High	Low	Close
Jan.	5.35	5.35	5.25	5.25 ax	
Mar.	6.70	6.70	6.62 1/2	6.62 1/2 b	
May	6.82 1/2-85	6.87 1/2	6.80	6.80 b	
July	7.02 1/2	7.05	7.00	7.00	
Sept.	7.22 1/2	7.22 1/2	7.17 1/2	7.17 1/2 b	
Sales: Jan. 1; Mar. 7; May 63; July 37; Sept. 25; total 133 sales.					
Open interest: Jan. 43; Mar. 95; May 991; July 344; Sept. 239; total, 1,712 lots.					
CLEAR BELLIES—		Jan.	11.50	11.50	11.50 n
May	11.50	11.50	11.50	11.50 b	

FRIDAY, JANUARY 17, 1941

LARD—		Open	High	Low	Close
Jan.	5.25	5.30	5.25	5.30 b	
Mar.	6.62 1/2	6.62 1/2	6.57 1/2	6.62 1/2 b	
May	6.77 1/2	6.82 1/2	6.72 1/2	6.80 b	
July	6.95	7.02 1/2	6.90	7.00 ax	
Sept.	7.12 1/2	7.20	7.10	7.20 b	
CLEAR BELLIES—		Jan.	11.50	11.50	11.50 b
May	11.50	11.50	11.50	11.50 ax	

U. S. MEATS TO CANADA

Canadian imports from U. S. in November:

	Nov. 1940	Nov. 1939	11 mos. 1940
Beef	94	462	6,362
Bacon and ham	106,935	55,862	2,058,887
Pork	1,183,391	1,667,898	35,405,206
Mutton and lamb	...	...	188,041
Canned meats	295	7,939	26,889
Lard	70	...	1,337
Lard compound	442	...	35,510

Swift Annual Meeting

(Continued from page 9.)

earnings, we realize that a profit of \$1.89 per share—1.4 cents per dollar of sales—is not such as to make our shareholders supremely happy ... we are making every effort to improve our performance so that earnings will be more commensurate with the size of the business and the risks taken. It is comforting to realize that this can be done without imposition on either producer or consumer. An improvement in earnings for last year of, let us say, \$6,000,000 would have meant an additional profit of only 1/10 of a cent per pound of product sold."

Swift stands ready to supply food products for the thousands of young men who have been called into military service, Mr. Holmes declared, stating:

"They are receiving the balanced diets which our Army and Navy authorities require. The meat ration of men in military service is much higher than that of the average consumer. Every care is being taken by our inspectors, and by the U. S. government inspectors, to see that our meats and other food products reach the United States Army, Navy and Marine Corps in perfect condition."

"We are proud of Swift & Company's record in supplying the military forces during the first world war and propose to maintain our record of efficiency and fair dealing during this emergency. In such critical times as these it is a satisfaction to be engaged in this useful business."

Mr. Holmes told shareholders that registration has been filed with the Securities and Exchange Commission so that the Libby, McNeill & Libby stock held by the company can be sold. It is expected that when the registration becomes effective, the stock will be offered for sale to the public by a group of underwriters headed by Glor, Forgan & Co. Shortly before the registration will become effective, an agreement is to be reached between Swift and the underwriters upon the price at which the stock will be sold.

MEAT IMPORTS AT NEW YORK

Imports for the period January 2 to January 8, inclusive, at New York:

Point of origin	Commodity	Amount lbs.
Argentina	Canned corned beef	94,073
	—Canned roast beef	75,960
Canada	Smoked back bacon	2,580
	—Fresh chilled pork	1,300
	—Fresh frozen hams	25,194
	—Sausage	683
	—Pickled pork heads	330
	—Fresh pork spare ribs	730
	—Fresh pork tenderloins	1,812
	—Fresh pork shoulders	2,000
	—Fresh pork trimmings	4,787
	—Fresh pork hams	2,036
	—Fresh pork bellies	2,036
Cuba	Fresh frozen beef cuts	23,961
	—1,500 quarters fresh chilled beef	229,580
	—Canned hams	5,533
New Zealand	Fresh frozen beef	162,732

Watch classified page for bargains.

"THE RIGHT TRUCKS FOR YOUR TRADE"



NEW 1941 CHEVROLET TRUCKS

MOST POWERFUL TRUCK ENGINES

IN THE LOW-PRICE FIELD



90-

**HORSEPOWER
STANDARD ENGINE**

★

**93-HORSEPOWER
HEAVY DUTY
"LOAD-MASTER"
ENGINE**

**OUT-PULL
OUT-VALUE
OUT-SELL!**

MASSIVE NEW TRUCK STYLING

making these new 1941 Chevrolet trucks the best-looking as well as the best-performing trucks in the entire lowest price field.

NEW LONGER WHEELBASE

NEW RECIRCULATING BALL-BEARING STEERING GEAR

greatly reduces steering effort—brings true passenger car steering ease to truck operation.

NEW, MORE COMFORTABLE DRIVER'S COMPARTMENT

with greatly increased leg room and better, form-fitting seat and back in cabs, giving much greater driver comfort.

(Optional at extra cost on Heavy Duty trucks)

60 MODELS . . . ON NINE LONGER WHEELBASES . . . A COMPLETE LINE FOR ALL LINES OF BUSINESS

CHEVROLET MOTOR DIVISION, General Motors Sales Corporation, DETROIT, MICHIGAN

AMI Merchandising Staff

(Continued from page 10.)

activities of the Institute's staff.

In addition to making contact with members of the retail trade, the merchandising staff will personally reach local meat packers who are participating in the campaign and managers of branch houses of participating companies, helping to plan and organize meetings. In this way, packinghouse salesmen will be posted as to the progress of the campaign and enthusiasm will be maintained.

Each member of the staff is equipped with the Institute's new sound slide film, "Meat Marches On," and with a movie projector and the National Live Stock and Meat Board's new motion picture, "Meat and Romance." They also have samples of store material to be used during the first four months of 1941.

In addition to Mr. Mahan, the following men, each of them thoroughly trained as a merchandising expert, are members of the merchandising staff:

E. C. Rohlwing, covering the Chicago territory, which includes Illinois, Iowa, sections of Wisconsin, Indiana, Missouri, Kansas, Kentucky, and Colorado.

Clayton L. Kolvoord, Central Atlantic territory, consisting of sections of Delaware, Massachusetts, New Jersey, and Rhode Island.

Gene Furgason, New York territory,

consisting of New York, Massachusetts, Connecticut, Maine, and New Jersey.

Orville Bailey, Southwestern territory, covering Texas, sections of Oklahoma, Louisiana, Arkansas, and Tennessee.

Champ Reese, Los Angeles territory, which includes Southern California and Arizona.

E. A. Martin, Detroit territory, consisting of Michigan, Ohio, Northern Indiana, Western Pennsylvania, New York, and Western West Virginia.

D. W. Martin, Southeastern territory, consisting of Florida, Georgia, North Carolina, South Carolina, and Eastern Tennessee.

Grahame E. Riddell, Philadelphia territory, which takes in Eastern Pennsylvania, sections of New York, Maryland, and Virginia.

David A. Williamson, Northwestern territory, consisting of Northern California, Washington, Oregon, Idaho, and Utah.

Luer Lauds Drive

(Continued from page 10.)

Scientists, who sought to prove nothing, but who looked only for facts, have done their work well, and are still continuing with that work. However, as scientists they have no desire to sell anything to the public.

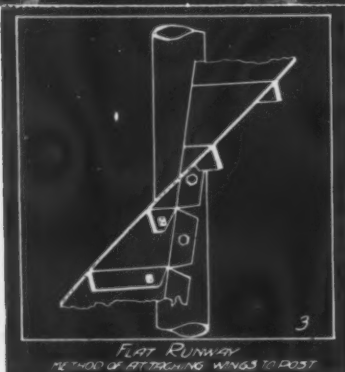
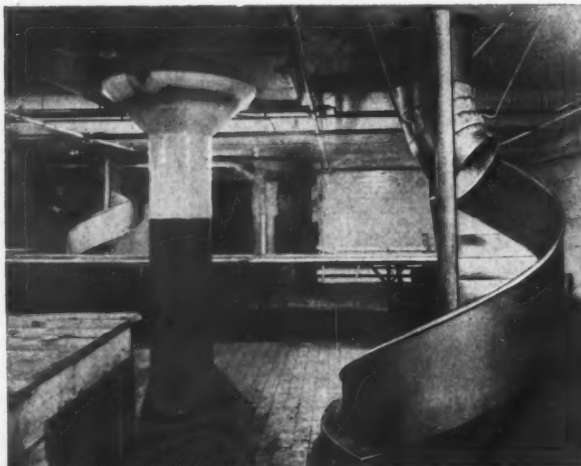
It is up to us, who are interested in

selling meat, to use the tools that modern science and research have made available to us. People want to know the facts concerning the foods they eat. We are presenting those facts in highly dramatic and truthful style. Nothing has been overlooked in the effort to make the story of meat complete.

Such a promotion is of necessity a long range effort because prejudices and misinformation built up over generations must be broken down. And it can be successful in the long run only if everyone in the meat industry—not only the packer, but the livestock producer—and especially the producer—cooperates in every way possible. It is an all-industry campaign in which everyone should work for the good of all.

Even from a purely selfish standpoint, there are many reasons for cooperation. The days are gone when a meat salesman could consider his job done when he had made a sale to the retailer. The retailer isn't interested in buying meat—he wants to sell it—and the man who will make the most profit is the one who can help him to do this most effectively.

I want to urge everyone in the meat packing industry who is not participating in this campaign to give it serious thought. It offers an unprecedented opportunity to make your business, along with that of the entire industry, grow and thrive.



**STANDARD
CONVEYOR CO.**
North St. Paul, Minn.

Sales and Engineering
Service in Principal Cities

It's the DESIGN That Counts In Meat Handling Spirals—

THE "lap and flange" spiral chute was designed by Standard Engineers especially for lowering fresh meats. Here are a few of many reasons *why this particular construction meets the approval of both meat packers and government inspectors:*

1. No crevices exist on the sliding surface where particles of meat or foreign matter could lodge.
2. There are no exposed rivet or bolt heads.
3. The joints between wings and the joints between wings and guardrail are welded or soldered.
4. Modern Standard spirals are built of stainless steel which improves sanitation and minimizes corrosion.

Send for our new Bulletin No. 401-N covering all types of Standard Equipment for the food industry. No obligation.

Standard
CONVEYORS
"THE STANDARD
OF VALUE"

MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MEATS

Carcass Beef		Cor. week,	
Week ended		1940	
January 15, 1941		per lb.	
Prime native steers—			
400-600	22	17 1/2 @ 18	
600-800	22	17 @ 18	
800-1000	22 1/2	17 @ 18	
Good native steers—			
400-600	19 1/2	16 1/2 @ 17 1/2	
600-800	19 1/2	15 1/2 @ 17	
800-1000	19 1/2	15 1/2 @ 17	
Medium steers—			
400-600	17 1/2 @ 18	15 1/2 @ 16 1/2	
600-800	17 1/2	14 @ 15 1/2	
800-1000	17 1/2	14 @ 15 1/2	
Heifers, good, 400-600	17 1/2 @ 18 1/2	16 @ 17	
Cows, 400-600	12 1/2 @ 13 1/2	11 @ 12	
Hind quarters, choice	24	19 @ 21	
Fore quarters, choice	16 1/2	12 @ 13 1/2	

Beef Cuts

Steer loins, prime	unquoted	unquoted
Steer loins, No. 1	34	33
Steer loins, No. 2	31	28
Steer short loins, prime	unquoted	unquoted
Steer short loins, No. 1	40	38
Steer short loins, No. 2	35	31
Steer loin ends (hips)	30	24
Steer loin ends, No. 2	29	22
Cow loins	20	15
Cow short loins	12	11 @ 12
Cow loin ends (hips)	20	17
Steer ribs, prime	unquoted	unquoted
Steer ribs, No. 1	28	24
Steer ribs, No. 2	25	18
Cow ribs, No. 1	23	15
Cow ribs, No. 2	12	12
Steer rounds, prime	unquoted	unquoted
Steer rounds, No. 1	20	17
Steer rounds, No. 2	15 1/2	16
Steer chucks, prime	unquoted	unquoted
Steer chucks, No. 1	17	13 1/2
Steer chucks, No. 2	16 1/2	12
Cow rounds	14	13 1/2
Cow chucks	13 1/2	11 1/2
Steer plates	11	7 1/2
Medium plates	10 1/2	7
Briskets, No. 1	17	12
Cow navel ends	9 1/2	6
Steer navel ends	9 1/2	6 1/2
Fore shanks	10	8
Hind shanks	8	5
Strip loins, No. 1	75	5
Strip loins, No. 2	40	25
Shirloin butts, No. 1	32	46
Shirloin butts, No. 2	21	19
Beef tenderloins, No. 1	75	65
Beef tenderloins, No. 2	70	60
Rump butts	25	15
Flank steaks	25	21
Shoulder clods	17	16
Hanging tenderloins	16	17
Insides, green, 12 @ 18 range	19 1/2	15 1/2
Outsides, green, 8 lbs up	17 1/2	16 1/2
Knuckles, green, 8 lbs up	18 1/2	16 1/2

Beef Products

Brains	7	6
Hearts	10	9
Tongues	18	16
Sweetbreads	14	12
Ox-tail	10	10
Fresh tripe, plain	5	5
Fresh tripe, H. C.	10	11 1/2
Livers	21	20
Kidneys	8	8

Veal

Choice carcasses	19	15 1/2
Good carcasses	17 @ 18	14 1/2
Good saddles	23 @ 24	20
Good racks	15	11
Medium racks	12 1/2	9

Veal Products

Brains, each	10	10
Sweetbreads	30	30
Calf livers	58	58

Lamb

Choice lambs	18	16
Medium lambs	17	15
Choice saddles	22	19
Medium saddles	21	18
Choice fores	14	13
Medium fores	13	12
Lamb fries	28	32
Lamb tongues	17	17
Lamb kidneys	15	15

Mutton

Heavy sheep	7	6
Light sheep	9	8
Heavy saddles	10	10
Light saddles	11	10
Heavy fores	6	5
Light fores	7	6
Mutton legs	15	10
Mutton loins	10	9
Mutton stew	6	6
Sheep tongues	11	13 1/2
Sheep heads, each	11	11

Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.	19	12 1/2
Picnics	12 1/2	9
Skinned shoulders	13 1/2	9 1/2
Tenderloins	32	22
Sparsibs	13	8 1/2
Back fat	7	7
Boston butts	16 1/2	11 1/2
Boneless butts, cellar trim, 2 @ 4	21	15
Hocks	9	7
Tails	6	5
Neck bones	3	2 1/2
Slip bones	7	9
Blade bones	8	2 1/2
Pigs' feet	2 1/2	2 1/2
Livers	8	8
Brains	7	7
Ears	4	4 1/2
Snouts	4	6 1/2
Heads	4	6 1/2
Chitterlings	5	6 1/2

WHOLESALE SMOKED MEATS

Fancy regular hams, 14 @ 16 lbs.	19 1/2 @ 20 1/2	
Parmament paper	21 1/2 @ 22	
Fancy skinned hams, 14 @ 16 lbs.	18 1/2 @ 19 1/2	
Standard reg. hams, 14 @ 16 lbs., plain	15 @ 16	
Picnics, 4 @ 8 lbs., short shank, plain	13 @ 14	
Picnics, 4 @ 8 lbs., long shank, plain	13 @ 14	
Fancy bacon, 6 @ 8 lbs., plain	20 1/2 @ 21 1/2	
Standard bacon, 6 @ 8 lbs., plain	19 @ 19 1/2	
No. 1 beef sets, smoked		
Insides, 8 @ 12 lbs.	40 @ 41	
Outsides, 5 @ 9 lbs.	36 @ 37	
Knuckles, 5 @ 9 lbs.	37 @ 38	
Cooked hams, choice, skin on, fattened	33 1/2	
Cooked hams, choice, skinned, fattened	33 1/2	
Cooked picnics, skin on, fattened	26 1/2	
Cooked picnics, skinned, fattened	27	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	15.75	
Lamb tongue, short cut, 300-lb. bbl.	45.00	
Regular tripe, 200-lb. bbl.	17.25	
Heavycomb tripe, 200-lb. bbl.	22.35	
Pocket honeycomb tripe, 200-lb. bbl.	26.00	

BARRELED PORK AND BEEF

Clear fat back pork:		
70-80 pieces	13.25	
80-100 pieces	18.00	
100-125 pieces	12.00	
Clear plate pork, 25-35 pieces	12.50	
Bean pork	14.00	
Brisket pork	19.50	
Plate beef	22.50	
Extra plate beef	22.00	

SAUSAGE MATERIALS

(Packed basis.)		
Regular pork trimmings	10 1/2 @ 11	
Special lean pork trimmings 85%	16 1/2 @ 17	
Extra lean pork trimmings 95%	17 1/2 @ 18	
Pork cheek meat (trimmed)	18	
Pork hearts	8 @ 8 1/2	
Pork livers	7 1/2 @ 8 1/2	
Native boneless bull meat (heavy)	16 1/2 @ 17 1/2	
Boneless chucks	15 1/2 @ 16 1/2	
Shank meat	14	
Beef trimmings	13 1/2	
Beef cheeks (trimmed)	11 1/2	
Dressed canners, 350 lbs. and up	10 1/2 @ 11	
Dressed canner cows, 400-450 lbs.	11 1/2 @ 11 1/2	
Dr. bologna bulls, 600 lbs. and up	12 1/2 @ 12 1/2	
Pork tongues, canner trim, fresh	6	

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)		
Pork sausage, in 1-lb. carton	25	
Country style sausage, fresh in link	20 1/2	
Country style sausage, fresh in bulk	18 1/2	
Country style sausage, smoked	24 1/2	
Frankfurters, in sheep casings	24 1/2	
Frankfurters, in hog casings	23	
Skinless frankfurters	22 1/2	
Bologna in beef bungs, choice	18 1/2	
Bologna in beef middles, choice	19	
Liver sausage in beef rounds	18	
Liver sausage in beef bungs	18	
Smoked liver sausage in hog bungs	22 1/2	
Head cheese	15 1/2	
New England luncheon specialty	23 1/2	
Mixed luncheon specialty, choice	20	
Tongue & blood	18	
Blood sausage	18	
Souse	17	
Polish sausage	24	

DRY SAUSAGE

Cervelat, choice, in hog bungs	37	
Thuringer	22	
Farmer	29	
Holsteiner	29	
B. C. salami, choice	34 1/2	
Milano, salami, choice in hog bungs	32 1/2	
B. C. salami, new condition	20 1/2	
Frises, choice, in hog middles	23	
Genoa style salami, choice	40	
Pepperoni	32	
Mortadella, new conditions	21	
Capicola	43	
Italian style hams	30	
Virginia hams	40 1/2	

CURING MATERIALS

Nitrite of soda (Chgo. w'has. stock).	Owt.	
In 400-lb. bbls., delivered	\$3.75	
Saltpeter, less than ton lots, f.o.b. N. Y.:		
100-lb. refined granulated	8.00	
Small crystals	9.00	
Medium crystals	9.25	
Large crystals	10.00	
Pure rid. gran. nitrate of soda	2.90	
Pure rid. powdered nitrate of soda	5.90	
Salt, per ton, in minimum car of 50,000 lbs.		
only, f.o.b. Chicago, per ton:		
Granulated	7.20	
Medium, dried	10.20	
Rock	6.80	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans	2.95	
Standard gran., f.o.b. refiners (2%)	4.40	
Packers' curing sugar, 250 lb. bags		
f.o.b. Reserve, La., less 2%	4.10	
Dextrose, in car lots, per cwt. (Cotton)	5.72	
In paper bags	5.67	

SAUSAGE CASINGS

(P. O. B. Chicago)

(Prices quoted to manufacturers of sausage.)		
Beef casings:		
Domestic rounds, 180 pack	16	
Domestic rounds, 140 pack	34	
Export rounds, wide	40	
Export rounds, medium	21	
Export rounds, narrow	35	
No. 1 weasands	66	
No. 2 weasands	65	
No. 1 bungs	12	
No. 2 bungs	12	
Middles, regular	45	
Middles, select, wide, 2 1/2 in.	50	
Middles, select, extra, 2 1/2 in. & up	75	
Dried bladders		
12-15 in. wide, fat	85	
10-12 in. wide, fat	85	
8-10 in. wide, fat	85	
6-8 in. wide, fat	35	
Pork casings:		
Narrow, per 100 yds.	1.85	
Narrow, special, per 100 yds.	1.45	
Medium, regular	1.05	
English, medium	85	
Wide, per 100 yds.	85	
Extra wide, per 100 yds.	50	
Export bungs	12	
Large prime bungs	10	
Medium prime bungs	66	
Small prime bungs	68 1/2	
Middles, per set	14	

SPICES

(Basis Chicago, original bbls., bags or bales.)

Whole Ground		
Allspice, prime	32	35 1/2
Resifted	24	27
Chili pepper	27	26
Powder	26	26
Cloves Amboyana	27 1/2	32 1/2
Zanibar	19	20
Ginger, Jamaica	18 1/2	20
African	10	13
Mace, Fancy Banda	59	67
East India	53	60
East & West India Blend	56	66
Mustard flour, fancy	34	34
No. 1	21	21
Nutmeg, fancy Banda	21	21 1/2
East India	17	17 1/2
East & West India Blend	16 1/2	16 1/2
Paprika, Spanish	48	48
Fancy Hungarian	46 1/2	46 1/2
No. 1 Hungarian	44	44
Pepper, Cayenne	35	35
Red No. 1	28	28 1/2
Black Malabar	9 1/2	9 1/2
Black Lampung	10	10 1/2
Pepper, white Singapore	10 1/2	10 1/2
Muntok	10 1/2	10 1/2
Packers	12	12

SEEDS AND HERBS

Whole for Saus.		
Caraway seed	50	60
Celery seed, French	58	70
Cumin seed	28	28
Coriander Morocco bleached	12	12
Coriander Morocco natural No. 1	10 1/2	12
Mustard seed, fancy yellow	26	26
American	18	18
Marjoram French	62	78
Oregano	12	16
Sage, Dalmation No. 1	1.30	1.60

(Continued on page 34)

PURE VINEGARS

A. P. CALLAHAN & COMPANY

247 SOUTH LA SALLE STREET

CHICAGO, ILL.

MARKET PRICES

New York

DRESSED BEEF

City Dressed

Choice, native, heavy.....	23	@25 1/4
Choice, native, light.....	21 1/4	@24
Native, common to fair.....	19	@20

Western Dressed Beef

Native steers, 600@800 lbs.....	18	@19
Native choice yearlings, 440@600 lbs.....	17	@18
Good to choice heifers.....	16	@17
Good to choice cows.....	14	@15
Common to fair cows.....	13	@14
Fresh bologna bulls.....	13	@14

BEEF CUTS

	Western	City
No. 1 ribs.....	23 @24	23 @24
No. 2 ribs.....	20 @21	21 @22
No. 3 ribs.....	19 @20	19 @20
No. 1 loins.....	32 @36	36 @40
No. 2 loins.....	28 @32	30 @35
No. 3 loins.....	20 @24	25 @29
No. 1 hinds and ribs.....	20 @21	21 @24
No. 2 hinds and ribs.....	18 @19	19 @21
No. 1 rounds.....	17 @17	17 @17
No. 2 rounds.....	16 @16	16 @16
No. 3 rounds.....	15 @15	15 @15
No. 1 chucks.....	15 @15	15 @15
No. 2 chucks.....	14 @14	14 @14
No. 3 chucks.....	13 @13	13 @13
City dressed bolognas.....	13 1/2 @14 1/2	
Rolls, reg. 4@6 lbs. av.....	18	@20
Rolls, reg. 6@8 lbs. av.....	23	@25
Tenderloins, 4@6 lbs. av.....	50	@60
Tenderloins, 5@6 lbs. av.....	50	@60
Shoulder clods.....	16	@18

DRESSED VEAL

Good.....	20	@22
Medium.....	19	@20
Common.....	18	@19

DRESSED SHEEP AND LAMBS

Genuine spring lambs, good.....	20	@21
Genuine spring lambs, good to medium.....	19	@20
Genuine spring lambs, medium.....	18	@19
Sheep, good.....	9	@11
Sheep, medium.....	7	@9

DRESSED HOGS

Hogs, good and choice (110-140 lbs.)		
head on; leaf fat in.....	\$12.63	@12.88
Pigs, small lots (60-110 lbs.)		
head on; leaf fat in.....	13.00	@14.00

FRESH PORK CUTS

Pork loins, fresh, Western 10@12 lbs. av.....	20	@21
Shoulders, Western, 10@12 lbs. av.....	14 1/2	@15 1/2
Butts, regular, Western.....	17 1/2	@18 1/2
Hams, Western, fresh, 10@12 lbs. av.....	20	@21
Picnics, Western, fresh, 6@8 lbs. av.....	12 1/2	@13 1/2
Pork trimmings, extra lean.....	20 1/2	@21 1/2
Pork trimmings, regular, 50% lean.....	12 1/2	@13 1/2
Spareribs.....	12 1/2	@13 1/2

COOKED HAMS

Cooked hams, choice, skin on, fattened.....	39	
Cooked hams, choice, skinless, fattened.....	41	

SMOKED MEATS

Regular hams, 8@10 lbs. av.....	21	@22
Regular hams, 10@12 lbs. av.....	21	@22
Regular hams, 12@14 lbs. av.....	20 1/2	@21
Skinned hams, 10@12 lbs. av.....	22	@23
Skinned hams, 12@14 lbs. av.....	22	@23
Skinned hams, 16@18 lbs. av.....	22	@23
Skinned hams, 18@20 lbs. av.....	22	@23
Picnics, 4@6 lbs. av.....	15 1/2	@16
Picnics, 6@8 lbs. av.....	15 1/2	@16
Bacon, boneless, Western.....	21	@22
Bacon, boneless, city.....	21	@22
Beef tongue, light.....	22	@23
Beef tongue, heavy.....	23	@24

FANCY MEATS

Fresh steer tongues, untrimmed.....	16c	a pound
Fresh steer tongues, l. c. trimmed.....	28c	a pound
Sweetbreads, beef.....	25c	a pound
Sweetbreads, veal.....	30c	a pair
Beef kidneys.....	11c	a pound
Mutton kidneys.....	5c	each
Livers, beef.....	29c	a pound
Oxtails.....	14c	a pound
Beef hanging tenders.....	30c	a pound
Lamb fries.....	12c	a pair

BUTCHERS' FAT

Shop Fat.....	\$1.50	per cwt.
Breast Fat.....	2.00	per cwt.
Edible Suet.....	2.75	per cwt.
Indeible Suet.....	2.25	per cwt.

GREEN CALFSKINS

	8-9	9 1/4	12 1/4	12 1/2	14	14 1/2	18	up
Prime No. 1 veals.....	21	3.10	3.40	3.45	3.75			
Prime No. 2 veals.....	19	2.80	3.10	3.15	3.35			
Buttermilk No. 1.....	16	2.60	2.90	2.95	....		
Buttermilk No. 2.....	15	2.45	2.75	2.80	....		
Branded gruby.....	13	1.75	2.05	2.10	2.15			
Number 5.....	13	1.75	2.05	2.10	2.15			

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, on January 15, 1941:

	CHICAGO	BOSTON	NEW YORK	PHILA.
Fresh Beef:				
STEER, Choice:				
400-500 lbs.....	\$18.50@21.00			
500-600 lbs.....	18.50@21.00		\$21.50@22.00	
600-700 lbs.....	20.00@22.00	\$30.50@22.50	21.50@22.50	\$22.00@22.50
700-800 lbs.....	20.00@22.00	20.50@22.50	21.50@22.50	21.50@22.50
STEER, Good:				
400-500 lbs.....	16.50@19.00			
500-600 lbs.....	16.50@19.00		18.50@21.00	19.00@20.50
600-700 lbs.....	17.00@20.00	18.00@20.50	19.00@21.00	19.00@20.50
700-800 lbs.....	17.00@20.00	18.00@20.50	19.00@21.00	19.00@20.50
STEER, Commercial:				
400-600 lbs.....	15.00@16.50		15.50@18.50	16.00@18.00
600-700 lbs.....	15.00@17.00	15.50@19.00	16.50@19.00	16.00@18.00
STEER, Utility:				
400-600 lbs.....	14.00@15.00		14.00@15.50	
COW (all weights):				
Commercial.....	13.50@14.50	14.00@15.00	14.50@15.50	
Utility.....	12.50@13.50	13.00@14.00	13.50@14.50	13.50@14.00
Cutter.....	12.00@12.50	12.50@13.00	12.50@13.50	13.00@13.50
Canner.....	11.25@12.00			
Fresh Veal and Calf:				
VEAL, Choice:				
80-130 lbs.....	19.00@20.00	20.00@21.50	21.00@22.00	20.00@21.00
130-170 lbs.....			22.00@24.00	
VEAL, Good:				
50-80 lbs.....	16.00@17.50	17.50@19.50	17.00@19.00	18.00@19.00
80-130 lbs.....	17.00@19.00	18.00@20.00	18.00@20.00	19.00@20.00
130-170 lbs.....			20.00@21.00	
VEAL, Commercial:				
50-80 lbs.....	15.00@16.00	16.00@17.50	15.50@17.00	16.50@18.00
80-130 lbs.....	16.00@17.00	16.50@18.00	16.00@18.00	16.50@18.00
130-170 lbs.....				
VEAL, Utility:				
All weights.....	13.00@15.00	15.00@18.50	15.00@16.00	15.00@16.00
Fresh Lamb and Mutton:				
LAMB, Choice:				
30-40 lbs.....	18.00@19.00	19.00@20.00	19.00@21.00	19.00@20.00
40-45 lbs.....	18.00@19.00	18.50@19.50	18.50@20.00	18.50@19.50
45-50 lbs.....	17.00@18.00	17.50@18.50	18.00@19.00	17.50@18.50
50-60 lbs.....	16.00@17.00	16.50@17.50	16.50@17.50	16.50@17.50
LAMB, Good:				
30-40 lbs.....	17.00@18.00	18.00@19.00	18.50@19.50	17.50@18.50
40-45 lbs.....	17.00@18.00	17.50@18.50	17.50@18.50	18.00@19.00
45-50 lbs.....	16.00@17.00	17.00@18.00	17.00@18.00	17.00@18.00
50-60 lbs.....	15.00@16.00	16.00@17.00	16.00@17.00	16.00@17.00
LAMB, Commercial:				
All weights.....	15.00@17.00	15.50@17.50	16.50@18.00	16.00@17.00
LAMB, Utility:				
All weights.....	14.00@15.00	14.50@16.50	15.00@17.00	
MUTTON (Ewe), 70 lbs. down:				
Good.....	9.00@10.00	9.00@10.00	10.00@11.00	
Commercial.....	8.00@9.00	8.00@9.00	9.00@10.00	
Utility.....	7.00@8.00	7.00@8.00	8.00@9.00	
Fresh Pork Cuts:				
LOINS No. 1 (Bladeless Incl.):				
8-10 lbs.....	18.50@19.50	18.50@19.50	19.00@19.50	18.00@19.00
10-12 lbs.....	18.50@19.50	18.50@19.50	19.00@19.50	18.00@19.00
12-15 lbs.....	17.50@18.50	18.00@19.00	18.00@18.50	17.50@18.50
16-22 lbs.....	16.00@17.00			16.00@16.50
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.....	13.50@14.00		14.00@14.50	
BUTTS, Boston Style:				
4-8 lbs.....	17.00@17.50		17.50@18.00	16.50@18.00
SPARE RIBS:				
Half Sheets.....	13.00@13.50			
TRIMMINGS:				
Regular.....	10.00@10.50			

*Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. *Includes koshered beef sales at Chicago. *Skin on at Chicago and New York; equivalent weights skin off at Boston and Philadelphia. *Based on 50-100 lb. box sales to retailers.

All quotations in dollars per hundredweight. Beef, veal, calf, lamb and mutton prices apply to straight and calculated bases.

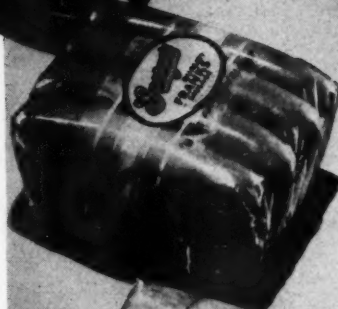
TIN-LESS MEAT CANS

German food processors will use tin-less cans in the future only in the canning of meat products, according to a recent report by the U. S. Department of Commerce. Experiments with tin-less containers, made with phosphated and japanned black sheets, have indicated that they are suitable only for alkaline-reacting foodstuffs. Accordingly, the canners have decided to abandon their use for vegetables and fruits.

PERISHABLE FREIGHT HEARING

Replenishing service on packinghouse products and fresh meats, re-icing pre-cooled shipments in transit California to interstate points and refrigeration charges, Missouri to interstate points are among the topics to be considered at the next shippers' public hearing of the National Perishable Freight Committee. The meeting will take place on January 30 at 516 W. Jackson blvd., Chicago, at 10 a. m.

GOETZE'S SAUSAGE GETS THE SHOPPER'S EYE



ALBERT F. GOETZE, INC., well-known Baltimore packer, finds the clean, appealing sparkle of "Cellophane" cellulose film helps to bring sparkling new highs in sausage sales.

THE REASONS: (1) Retailers like to give up front display space to the package with the most eye and appetite appeal. (2) Housewives like to buy the product that *shows* its quality, yet is protected from dust and handling.

Let us help you develop a sausage package that does this job . . . a package that will give you brand identification and more repeat sales.

There's no obligation. Just write: Du Pont, "Cellophane" Division, Wilmington, Delaware.

Cellophane

TRADE MARK



"Cellophane" is a trade-mark of E. I. du Pont de Nemours & Co. (Inc.)

REG. U.S. PAT. OFF.



“BUT, WHAT ABOUT THE WAR?”

“What’ll we do if we can’t get enough spices and seasonings? The way the war has cut off imports, we’re liable to wake up some morning and find ourselves in a tight spot.”

“Let’s not worry about that, J. B. The Stange man was telling me only the other day that they have an extra supply on hand to help their customers through this emergency. They’ve even added new warehouse space. He says they stocked up months ago, not only to have plenty on hand but to help us on price, too. I know that firm’s customer policy, and if it’s humanly possible, Stange won’t fail us.”

WM. J.

Stange

Soluble Seasonings • Peacock Brand Certified Food Colors
Branding Inks • Nitrite Tablets • Curing Tablets

COMPANY, 2534-40 W. Monroe St., Chicago
923 E. Third St., Los Angeles 1250 Sansome St., San Francisco
In Canada: J. H. Stafford Co., Ltd., 21 Hayter St., Toronto, Ontario

Tallow and Grease Maintain Strength; Markets Inactive

Large consumers unwilling to raise ideas to 5¼c level for extra; producers hold ground on strength in lard and competing oils—Grease market at New York ½@¼c higher on week.

TALLOW.—The tallow market, while very steady, was inactive at New York the past week, with the larger consumers willing to pay 5c for extra, but not above that level, while producers were not offering below 5¼c. Smaller consumers had to pay 5¼c for supplies, and while the market for extra was called 5½-5¼c, the big soapers would not pay over 5c, while western soapers were bidding even lower. However, with strength in lard and competing oils, producers were inclined to hold on pending developments. Their action made for a situation in which unsold supplies are accumulating on hand; owing to this, the feeling was that as a whole the market was less strong. However, if lard, greases and other soapers' materials continue on the upgrade, producers feel that sooner or later consumers will come up in their ideas on tallow.

At New York, extra was 5@5¼c; special, 4¼c and edible, 5½@5¾c nominal.

The tallow market remained firm at Chicago this week, with several items recording advances of ½@¼c. Trading was generally restricted by a lack of large producer offerings, and large consumers were reluctant to follow the recent advances. Prime tallow sold at first of week at 5¼c, Chicago, and further sales were reported during the week this basis. Tank of special sold at 5c, Chicago, on Tuesday; generally held ¼c higher. Edible tallow held at mid-week at 5½c, f.o.b. shipping point, equal to 5¼c, Chicago; couple tanks sold Thursday equal to 5¼c, Chicago basis, and No. 3 tallow sold at 4¼c, Thursday's quotations at Chicago were:

Edible tallow.....	5½@5¾
Fancy tallow.....	5¼
Prime packers.....	5¼
Special tallow.....	5
No. 1 tallow.....	4¼@4½

STEARINE.—Demand was fair and the market firmer at New York. Last sales of oleo were at 6¼c ex-plant, up ¼c, and the market was quoted at that figure.

At Chicago, the market was quiet but steady. Prime oleo was quoted at 6c.

OLEO OIL.—Demand showed some improvement at New York and prices were stronger with raw materials. Extra quoted at 7¼@7½c; prime, 6¼@7c, and lower grades, 6½@6¾c.

At Chicago, demand was moderate; market steady. Extra quoted at 7c.

GREASE OILS.—Demand was fair and the market at New York was firmer and up ¼c on the week, with strength in raw materials a factor. No. 1 was quoted at 8c; No. 2, 7¼c; extra, 8½c; extra No. 1, 8¼c; winter strained, 8¼c; prime burning, 9¼c, and prime inedible, 9c.

Grease oil quotations at Chicago were as follows: No. 1, 7¼c; No. 2, 7¼c; extra, 8c; extra No. 1, 7¼c; extra winter strained, 8¼c; special No. 1, 7¼c; prime burning, 8¼c; and prime inedible, 8½c. Acidless tallow oil was quoted in the Chicago market at 7½c.

NEATSFOOT OIL.—Demand was better and the market firmer at New York. Cold test was quoted at 15¼c; extra, 8½c; extra No. 1, 8¼c; No. 1, 7½c; prime, 8¼c and pure, 10¼c.

Neatsfoot oil quotations at Chicago were: Cold test, 14¼c; extra, 8c; No. 1, 7¼c; prime, 8¼c, and pure, 10¼c.

GREASES.—The market for greases at New York was stronger and at least ½ to ¼c better than a week ago, with business passing in yellow and house at New York at 4¼@4½c, although industrial and smaller consumers appeared to have been the buyers. The larger soapers' ideas were at 4¼c; with buyers and sellers apart, the volume of business was kept down. Advancing prices for hogs, lard and competing oils attracted considerable attention in producer quarters, but the fact that tallow has made no headway of late offset the former. Larger soapers indicated that they would do no better than 4¼c on yellow and house at this time, but they were not getting any supplies, with producers holding for at least ¼c above that level.

At New York, choice white was quoted at 5@5¼c nominal; yellow and house, 4¼c, and brown, 4¼@½c.

Activity in the grease market at Chicago this week paralleled that of tallow, with a steady trend prevailing, except that few items made price advances during the week. Trading was limited by scarcity of offerings and hesitation of large consumers to follow the recent price advances. Early in week, white grease was offered at 5¼c, Chicago, with 5c bid, and a couple of tanks of good yellow grease sold at 4¼c. This situation was repeated on Wednesday. On Thursday, white grease was offered at 5¼c, Chicago, with unconfirmed reports that 5½c could be had. Also, couple tanks good yellow grease reported 4¾c and good brown grease 4¼c, Chicago. Thursday's quotations:

Choice white grease.....	5 @5½
A-white grease.....	4½
B-white grease.....	4½
Yellow grease, 10-15 f.f.a.....	4½
Yellow grease, 16-20 f.f.a.....	4½
Brown grease.....	4¼@4½

BY-PRODUCTS MARKETS

(Quotations given are basis Chicago.)
January 16, 1941

Strength continued to characterize the by-products market this week, with quotations advancing on numerous items. Tight situation exists in some commodities, restricting trade.

Blood

Dried blood nominally 15@25c higher; supplies reported low.

	Unit
Ammonia	
Unground	\$3.00

Digester Feed Tankage Materials

Sales of 11@12% feed tankage reported in range below; outside figure represents sellers' ideas.

Unground, 11 to 12% ammonia.....	\$3.00@3.25
Unground, 6 to 10%, choice quality.....	3.30@3.50
Liquid stick.....	1.50

Packinghouse Feeds

Feeds quoted \$2.50 over last week; supplies inadequate.

	Carlots, Per ton
60% digester tankage.....	\$50.00
50% meat and bone scraps.....	45.00
Blood-meal	57.50
Special steam bone-meal.....	50.00

Bone Meals (Fertilizer Grades)

Bone meals reported nominally unchanged.

	Per ton
Steam, ground, 3 & 50.....	\$35.00
Steam, ground, 2 & 28.....	\$2.50

Fertilizer Materials

Bone tankage firmer, but very few sales reported.

	Per ton
High grade tankage, ground	
10@11% ammonia.....	\$ 2.40@ 2.50 & 10c
Bone tankage, unground, per ton 20.00@22.50	
Hoof meal.....	2.75@ 2.85

Dry Rendered Tankage

Advances in crackling market ranged from 2½@5c. Market essentially nominal; outside figures show sellers' ideas.

	Per ton
Hard pressed and expeller unground, up to 45% protein (low test).....	.65
above 45% protein (high test).....	.62½@ .65
Soft pressed pork, ac. grease and quality, ton.....	35.00
Soft pressed, beef, ac. grease and quality, ton.....	32.50@35.00

Gelatin and Glue Stocks

Quiet and nominally unchanged.

	Per ton
Calf trimmings.....	\$30.00@32.50
Sinews, pizzles.....	18.00@20.00
Cattle jaws, skulls and knuckles.....	30.00@32.50
Hide trimmings.....	16.00@17.00
Pig skin scraps and trim, per lb.....	5¼c

Bones and Hoofs

Bones and hoofs very firm and quiet at around previous levels.

	Per ton
Round shins, heavy.....	\$ 50.00
light.....	47.50@50.00
Flat shins, heavy.....	42.50@45.00
light.....	40.00
Blades, buttocks, shoulders & thighs.....	37.50@40.00
Hoofs, white.....	55.00
Hoofs, house run, unassorted.....	26.00@28.00
Junk bones.....	25.00

Animal Hair

No changes in animal hair market.

Winter coll dried, per ton.....	\$50.00@52.50
Summer coll dried, per ton.....	25.00@30.00
Winter processed, black, lb.....	7¼c@ 8¼c
Winter processed, gray, lb.....	7 @ 7½c
Summer processed, gray, lb.....	3 @ 3½c
Cattle switches.....	3¼c

FERTILIZER PRICES

BASIS NEW YORK DELIVERY

Ammoniates

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports.....	\$29.00
Blood, dried, 16% per unit.....	2.60
Unground fish scrap, dried, 11½% ammonia, 16% B. P. L., f.o.b. fish factory.....	nominal
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	51.00
January shipment.....	51.00
Fish scrap, acidulated, 70% ammonia, 3% A. P. A., f.o.b. fish factories.....	2.50 & 50c
Soda nitrate, per net ton; bulk, ex-vessel Atlantic and Gulf ports.....	27.00
in 200-lb. bags.....	28.70
in 100-lb. bags.....	29.40
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk.....	2.50 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	2.00 & 10c

Phosphates

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	\$32.50
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.....	32.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% Nat.....	8.50

Dry Rendered Tankage

50/55% protein, unground.....	\$2¼c
60% protein, unground.....	\$2¼c

EASTERN FERTILIZER MARKETS

New York, January 15, 1941.

There was a stronger trend in all markets this week. All available supplies were bought at \$2.50 & 10c, f. o. b. shipping points, with one lot sold at \$2.65 & 10c. The blood market was cleaned up at \$2.50, f. o. b. New York, and sellers are now asking \$2.60. South American was hard to obtain because of the freight situation; most sellers were asking \$2.50.

Cracklings were cleaned up at 50c per unit and last sales were made at 52½c, with producers asking this price for additional quantities. The fertilizer shipping season is getting under way and producers are taking out chemicals on contract. There was a good demand for bone meal this week, with very little South American material offered.

COTTONSEED PRODUCTS EXPORTS AND IMPORTS

Exports and imports of cottonseed products for four months ending November 30, 1940:

Exports:	1940	1939
Oil, crude, lbs.....	157,986	3,087,471
Oil, refined, lbs.....	3,939,246	5,555,851
Cake and meal, tons.....	475	5,731
Linters, running bales.....	11,429	108,130
Imports:		
Oil, crude,* lbs.....	...	...
Oil, refined,* lbs.....	3,273,888	3,457,789
Cake and meal, tons.....	13,011	326
Linters, bales.....	57,962	20,283

*No oil was imported during December.

ANIMAL FAT EXPORTS

Exports of animal fats and oils during November, 1940, and their value, were:

	Quantity, lbs.	Value
Oleo oil.....	36,600	\$ 4,390
Oleomargarine.....	166,551	14,081
Cooking fats, not lard.....	449,627	35,552
Lard.....	10,228,281	601,138
Tallow, inedible.....	149,729	6,449
Other fats and greases.....	171,176	11,541
Grease stearine.....	180,745	12,046
Neatsfoot oil.....	50,839	6,642
Oleic acid.....	187,213	12,532
Stearic acid.....	468,238	43,761

Cotton Oil Futures Again Reach New Season's Highs

Upturn in lard and hogs is prime factor in continued strength; crude oil keeps pace—December cotton oil consumption is 276,102 barrels, about in line with expectations—Department of Agriculture plan may cut 1941 production.

COTTONSEED oil futures, in fairly active trading, continued the advancing trend which started about four weeks ago, the market going into new high grounds for the season again this week. The main stimulant was the upturn in lard and in hogs, both of which made new highs for the season.

Crude oil kept full pace and at times was relatively strong in the south. Southeast and Valley crude traded at 5½c and Texas crude at 5½c, which were new season's highs. The quantity changing hands was not large; with seed prices advancing, growers were holding back seed again in the South, and with mills well sold up on crude, many were inclined to hold for the 6c level.

December consumption of cottonseed oil amounted to 276,102 barrels, about in line with trade expectations, but about 45,000 barrels more than at the same time a year earlier. Consumption for the five months ended December 31 totaled approximately 1,443,000 barrels, compared to 1,599,000 barrels at the same time last season. Visible supply at the beginning of the year was around 2,481,000 barrels compared with 2,636,000 barrels a year earlier.

The Secretary of Agriculture, in an endeavor to stop the piling up of cotton supplies, due to lack of export outlets, has proposed a scheme to bring about a reduction in the next cotton crop of around 1,000,000 bales on a voluntary plan. Should this move succeed, it would mean a reduction in cottonseed oil production of approximately 250,000 barrels.

Leading producers this week advanced shortening prices ¼c to 8¼c in round lots, and 9c in smaller lots. Winter oil—salad—was lifted ¼c to 7¼c in tanks

in the metropolitan area, and oil in drums was also advanced ¼c.

COCONUT OIL.—The market was strong at New York, with tanks trading as high as 3¼c, an advance of ¼c, and some holding for 3½c. Bulk oil was available at 3¼c, c.i.f. New York for January shipment. At the Pacific coast, tanks were called 3c nominal.

CORN OIL.—Offerings continued scanty, and the market was strong, aided by upturns in other oils. On reports that corn oil traded at 6¼c, the market was nominally called that figure.

SOYBEAN OIL.—Sales were made at 5¼@5.30c, basis Decatur, the latter a new high on the crop, and the market was firm at the season's best levels, owing to strength in cotton oil and in lard, and firmness in beans.

PALM OIL.—Trade was rather quiet but the market was firmer. Spot Nigre, New York, was quoted at 2¼c; shipment Nigre, 1¼c; spot Sumatra, 2¼c, and shipment, 2c. Firmer freight rates influenced the upward trend.

OLIVE OIL FOOTS.—The market was dull but very steady at New York and quoted 9¼@10c, tank basis.

PEANUT OIL.—The last business in southeast crude peanut oil was at 5¼c. Buyers subsequently were willing to pay 5¼c, but mills were asking 5¼c.

COTTONSEED OIL.—Valley and Southeast crude were quoted Wednesday at 5¼c bid; Texas, 5¼c nominal at common points; Dallas, 5¼c nominal.

Futures market transactions for the week at New York were:

Friday, Jan. 10.—Close.—Jan. 6.64@6.68; Mar. 6.64 sales; May 6.74 sales; July 6.84@6.85; 85 lots; closing firm.

Saturday, Jan. 11.—Close.—Jan. 6.60 b, 6.65 ax; Mar. 6.60 b, 6.62 ax; May 6.68; July 6.79 b, 6.80 ax; 46 lots; closing, barely steady.

Monday, Jan. 13.—Close.—Jan. 6.70 @6.76; Mar. 6.70 sale; May 6.79 sale; July 6.91 sale; 171 lots; closing, firm.

Tuesday, Jan. 14.—Close.—Jan. 6.67 @6.73; Mar. 6.63@6.65; May 6.71@6.73; July 6.83 sales; 120 lots, closing, steady.

Wednesday, Jan. 15.—Close.—Mar. 6.65@6.67; May 6.74@6.73; July 6.84 sales; 136 lots; closing easy.

Thursday, Jan. 16.—Close.—Mar. 6.56 sale; May 6.64 sale; July 6.75 sale; Sept. 6.78@6.82; 116 lots, closing, easy.

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt.....	@5½
White deodorized, in bbls., f.o.b. Chgo....	@7¼
Yellow, deodorized.....	@7¼
Soap stock, 50% f.f.a. f.o.b. consuming points.....	1¼@1¼
Soybean oil, f.o.b. mills, in tanks.....	5¼@5½
Corn oil, in tanks, f.o.b. mills.....	6¼@7
Coconut oil, sellers tanks, f.o.b. coast.....	@2½
Refined coconut, bbls., f.o.b. Chicago.....	8¼@8½

OLEOMARGARINE

F. O. B. CHICAGO

White domestic vegetable.....	14½
White animal fat.....	12
Water churned pastry.....	12¼
Milk churned pastry.....	13¼
White "nut" type.....	8½
Vegetable type.....	8

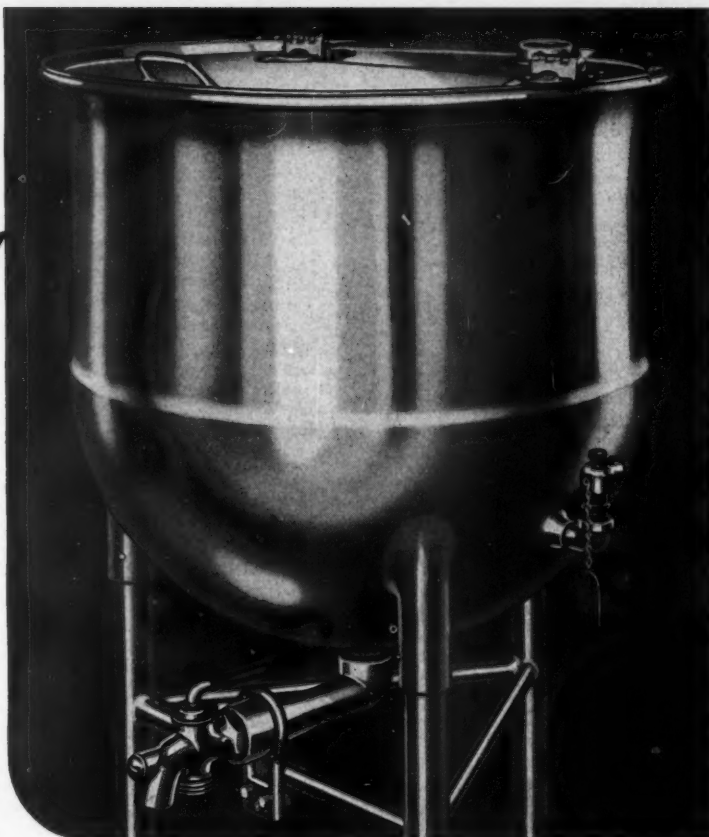
GELATIN IMPORTS & EXPORTS

Edible gelatin imported into the United States during November, 1940, totaled 20,810 lbs. valued at \$5,269; 19,708 lbs. of this amount coming from Belgium. Gelatin exported totaled 100,999 lbs., valued at \$26,946.

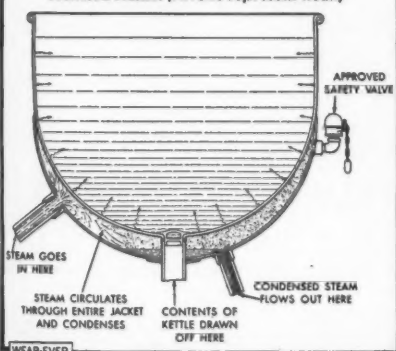
10 Good Reasons

WHY Wear-Ever ALUMINUM STEAM JACKETED KETTLES

COOK BETTER
SAVE MONEY...
SAVE WORK...



Cross Section of Wear-Ever Steam Jacketed Kettle. (Arrows represent heat.)



- 1 Because Aluminum conducts heat fast and evenly, the whole inner surface is a cooking surface—even above the steam line. Practically no stirring required.
- 2 Cooks efficiently at pressures as low as 5 pounds but every kettle built for high pressure cooking.
- 3 Aluminum is friendly to food—does not affect flavor, color, or vitamin content.
- 4 Wide range of standard sizes and styles at low cost for this type of equipment.
- 5 Every kettle tested at pressures far greater than those normally used in cooking.
- 6 Seamless construction—easy to keep clean.
- 7 Streamlined tubular legs—strong and sanitary.
- 8 Three types of draw-off fittings available—standard cleanout bib, sanitary dairy type fittings, quick-opening gate valves.
- 9 Approved safety valve.
- 10 Normal cleaning methods keep finish in perfect condition—maintain its good appearance.

Over 50,000 Wear-Ever Aluminum steam jacketed kettles have been sold to satisfied customers.

"Wear-Ever" ALUMINUM

THE STANDARD: WROUGHT OF
EXTRA HARD, THICK ALUMINUM

MAIL THIS COUPON TODAY

The Aluminum Cooking Utensil Company,
401 Wear-Ever Bldg., New Kensington, Pa.

Gentlemen: Send complete information about Wear-Ever Aluminum Steam Jacketed Kettles, following sizes:

Name _____

Address _____

City _____ State _____

HIDES AND SKINS

Light trade in packer hides—Heavy cows move steady with last actual sales—Bulls steady—Other descriptions offered steady—Packer light calf sold 1c up, heavies steady.

Chicago

PACKER HIDES.—Trading in the packer hide market so far this week has been of a rather indecisive character and comparatively light, with around 30,000 hides involved. The bulk of the movement consisted of heavy native cows, which failed to follow the $\frac{1}{2}$ c advance of previous week on other cow descriptions; the balance of reported sales were bull hides, which moved at the price bid late last week. There were additional sales at the end of last week totalling about 25,000 hides, bringing the total for last week to upwards of 65,000, so packers are still in a good position as to unsold stocks of these winter hides despite a present apparent lack of buying interest.

Hide futures, which usually follow the security markets, were dull throughout the week, sagging off 60@65 points below last Friday's close. This has discouraged any possible speculative interest in the spot market, while tanners appear to be in a hesitant mood and

want to see a little more leather business before taking on more hides.

Packers continue to price offerings at steady figures. Some interests feel, however, that bids in a sizeable way at $\frac{1}{2}$ c less would result in business, in view of the natural desire of packers to keep the winter hides moving.

Native steers sold late previous week at $13\frac{1}{2}$ c for Dec.-Jan. take-off. Extreme light native steers have been kept well sold up, with $15\frac{1}{2}$ c last paid.

Butt branded steers are offered at $13\frac{1}{2}$ c, and Colorados at 13c, this price having been bid last week for the latter. Heavy Texas steers have been booked to tanning account in some quarters recently but some reported available at $13\frac{1}{2}$ c; light Texas steers are nominal at $12\frac{1}{2}$ c, pending trading; extreme light Texas steers are in comparatively small production and quoted $13@13\frac{1}{2}$ c nom.

All packers moved a total of 18,900 Dec.-Jan. heavy native cows late mid-week at $12\frac{1}{2}$ c, steady with last actual trading two weeks back; 13c had been asked earlier. Late last week, 7,300 River point light native cows moved at 14c, and a few northern points at $13\frac{1}{2}$ c; northern points being offered at this figure. Around 10,000 more branded cows sold at end of last week at 13c and this

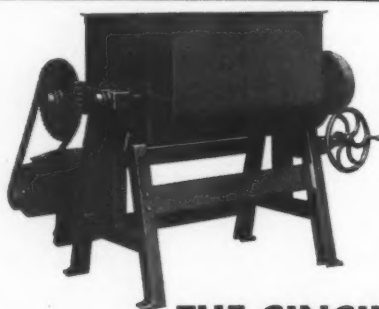
figure has been asked; rumors of trading late this week at $12\frac{1}{2}$ c lack confirmation, so far.

At the end of last week, a car or two of native bulls sold at 8 $\frac{1}{2}$ c and an accumulation of around 4,000 branded bulls at 7 $\frac{1}{2}$ c, or $\frac{1}{4}$ c over previous sales. Packers moved a total of 10,900 bulls this week, dating Nov. forward, in one instance right up to Feb. 1st, at steady prices, 8 $\frac{1}{2}$ c for natives and 7 $\frac{1}{2}$ c for brands.

Withdrawals from Exchange warehouses have slowed up, with none reported during the past week; withdrawals during first 14 days of Jan. totalled 23,944 hides, as against 36,019 during same period in Dec.

OUTSIDE SMALL PACKER.—The market is easier on outside small packer all-weights. Offerings of 48/50 lb. stock held early in the week at $12\frac{1}{2}$ @13c, selected, met with a slow response from buyers and late in the week several cars were reported moving at down to $12\frac{1}{2}$ c, selected, f.o.b. outside points. Apparently offerings are not plentiful this basis and it was indicated that lighter average stock, of good take-off, could be sold $\frac{1}{4}$ @ $\frac{1}{2}$ c higher.

PACIFIC COAST.—The Pacific Coast market has been quiet since the sale reported previous week of a few cars Dec. hides at $11\frac{1}{2}$ c for steers and $11\frac{1}{4}$ c for cows, flat, f.o.b. Los Angeles. Buying interest this basis is reported to have dried up since.



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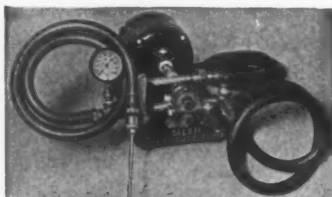
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FOREIGN WET SALTED HIDES.—

The South American market has been quiet since the sale last week of LaPlata steers at 99½ pesos, equivalent to 14¼¢, c.i.f. New York; a few LaPlata reject heavy steers also moved then at 90 pesos or about 13¼¢. Hides have been accumulating in the Argentine for the past couple weeks and stocks of standard and reject steers are said to total upwards of 50,000 at present; however, these hides are now good summer quality in that market. British buyers have not been overly active recently, lack of shipping facilities undoubtedly being one of the reasons. A pack of 6,000 Rio Grande, Brazil, steers moved at a price equal to about 13¼¢, c.i.f. New York, with no recent comparable sale.

COUNTRY HIDES.—The country market eased off a bit during the week. Untrimmed all-weights around 47-48 lb. avge. sold in a fair way at 10¼¢, flat, del'd Chgo.; several cars reported in one direction, as against 11¢ paid last week. Heavy steers and cows are slow and not wanted but sellers unwilling to trade under 9¢ flat, trimmed. Buff weights quoted around 11¢@12¢, selected, for trimmed stock. Extremes have been comparatively slow around 13¢@13¼¢, selected, trimmed. Bulls quoted around 6¼¢ flat, trimmed. Glues quoted generally 8¢@8¼¢ flat. All-weight branded hides are in rather limited demand and quoted around 9¼¢ flat.

CALFSKINS.—Packer northern

heavy calfskins sold steady this week, while the light end moved up a cent. One packer sold about 15,000 Jan. northern heavy calf 9½/15 lb. at 27¢, steady price, after asking a cent more earlier; 4,000 light calf under 9½ lb. sold at 23¢, or a cent over last previous sale. As previously reported, a car of River point heavy calf sold last week at 26¢. Packers have only their Jan. production at most points.

As previously reported, Chicago city 8/10 lb. calfskins sold late last week at 18¢; a car of 10/15 lb. moved later at 23¢. Further offerings have been available at these figures but buyers seem inclined to hold off for the present. Straight countries are quotable around 14½¢@15¢ flat in a nominal way. Chicago city light calf and deacons last sold at \$1.40 and some are offered at this figure, with some interest reported around \$1.35.

KIPSKINS.—There has been no opportunity to test the market on packer kipskins this week, since packers are closely sold up to the end of Dec. and, on the other hand, inquiry from buyers is reported a bit slow. Last trading in Dec. kips was at 20¢ for northern natives and 18¢ for northern over-weights, with southern at a cent less; branded kips last moved at 15¢, paid for accumulated holdings dating Oct. to Dec.

Chicago city kipskins last sold at 18¢ toward the end of last week; a few are offered this basis without attracting bids at the moment. Straight countries

are slow and quoted around 13½¢@14¢ flat.

Last reported trading in packer regular slunks was at 80¢ for Dec. skins; some are offered at \$1.00, with intimation from buyer that 90¢ might be paid. A few hairless slunks sold in one direction at 60¢, or 5¢ up.

HORSEHIDES.—Trade in horsehides has slowed up a bit but a good demand recently for fronts for contract glove work has kept this market fairly closely sold up, and a generally firm situation prevails. City renderers, with manes and tails, are quotable \$6.20@6.30, selected, f.o.b. nearby shipping points; ordinary trimmed renderers are reported moving around \$6.00@6.20, del'd Chgo.; mixed city and country lots quoted \$5.60@5.75, Chgo.

SHEEPSKINS.—The market is quiet on dry pelts and nominal around 19½¢@20½¢ per lb., del'd Chgo., for full wools. Packer shearlings are quoted unchanged at \$1.65 for No. 1's, \$1.15@1.20 for No. 2's, and 65¢@75¢ for No. 3's, with a ready demand for whatever is offered but sales limited by very light production now. Pickled skins are quotable around \$5.50 per doz. packer production for Jan. skins; some offerings are being made at \$5.62½ per doz., with butcher cuts and sheep out. Current production is running rather heavily to black cockle in some quarters. Sales of good mid-west packer Jan. wool pelts are understood to have been made recently at \$2.60 per cwt. live weight basis, and also at \$2.65

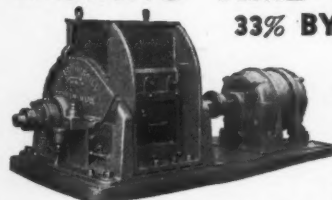
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@2.67½ per cwt. Outside small packer pelts quoted \$2.20@2.40 per cwt. live weight basis, according to quality and section.

New York

PACKER HIDES.—The New York packer market has been quiet, with Dec. production sold up and no activity as yet on Jan. hides. Last actual trading in Dec. steers was at 13½c for natives, 13c for butt brands and 12½c for Colorados, prior to the last ¼c advance in the western market.

CALFSKINS.—Trading in the eastern calfskin market has been limited. No sales by collectors have come to light so far this week, and the 4-5's are nominal around \$1.40, 5-7's \$1.70@1.80, 7-9's \$2.45@2.50 and 9-12's around \$3.75@3.80. Packers sold 3,500 of the 9-12's this week at \$4.10, or 10c advance over sales made during last week's trading.

CHICAGO COTTON OIL

Monday, Jan. 13.—Close.—Jan. 6.59 b; Mar. 6.60 b; May 6.70 b; July 6.78 b; cash close 6.55 n.

Tuesday, Jan. 14.—Close.—Jan. 6.59 b; Mar. 6.60 b; May 6.70 b; July 6.78 b; cash close 6.55 n.

Wednesday, Jan. 15.—Close.—Jan. 6.65 b; Mar. 6.65 b; May 6.72 b; July 6.80 b; cash close 6.55 n.

Thursday, Jan. 16.—Close.—Jan. 6.65 b; Mar. 6.65 b; May 6.72 b; July 6.80 b; cash close 6.55 n.

Friday, Jan. 17.—Close: Jan. 6.65b; Mar. 6.65b; May 6.72b; July 6.80b; cash close 6.55n.

TALLOW FUTURE TRADING

Monday, Jan. 13.—Close: Jan. 5.00@5.30; Mar. 5.45@5.70; May 5.50@5.70; no sales.

Tuesday, Jan. 14.—Close: Jan. 5.00@5.30; Mar. 5.45@5.70; May 5.60@5.75; no sales.

Wednesday, Jan. 15.—Close: Mar. 5.45@5.70; May 5.65@5.80; no sales.

Thursday, Jan. 16.—Close: Mar. 5.50@5.70; May 5.65@5.80; 1 lot.

Friday, Jan. 17.—Close: Mar. 5.50@5.70; May, 5.65@5.80; July 5.80@6.00.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended January 11, 1941, were 5,346,000 lbs.; previous week 3,587,000 lbs.; same week last year 5,686,000 lbs.; Jan. 1 to date, 7,443,000 lbs.; same period last year, 10,542,000 lbs.

Shipments of hides from Chicago for week ended January 11, 1941, were 4,893,000 lbs., previous week 3,838,000 lbs.; same week last year 5,012,000 lbs.; Jan. 1 to date, 7,123,000 lbs.; same period last year, 8,626,000 lbs.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING

Provisions

Lard reacted moderately with some increase in hog arrivals and with the setback in hog prices. There was some liquidation but investment buying and packer support limited downturns.

Cottonseed Oil

Cotton oil reacted 25 points from the week's high, with liquidation and selling on reactionary hogs and lard and weakness in securities. There was no hedging to speak of and broader outside demand developed as sold out bulls replaced holdings. Valley crude sold at 5½c lb.; Southeast, 5½c lb.; Texas, 5.40c. Bureau of Agricultural Economics says prices on most fats and oils are expected to rise moderately in 1941 and possibly more in 1942.

Quotations on bleachable cottonseed oil at close of New York market Friday were: Mar. 6.56; May 6.64; July 6.75; Sept. 6.80; 129 sales; closing steady.

Tallow

New York extra tallow, 5¼@5½c lb.

Stearine

Stearine was quoted 6¼c lb.

Friday's Lard Markets

New York, January 17, 1941.—Prices are for export. Lard, prime western, 5.70@5.80c; middle western, 5.60@5.70c; city, 5¼@5½c, refined continent, 7@7½c; South American, 7½@7¾c; Brazil kegs, 7½@7¾c; shortening, 8¾c.

NEW YORK HIDE FUTURES

Monday, Jan. 13.—Close: Mar. 13.44; June 13.20; Sept. 13.07@13.10; Dec. 13.05@13.08; 53 lots; 5@8 lower.

Tuesday, Jan. 14.—Close: Mar. 13.25; June 13.04@13.05; Sept. 12.92 n; Dec. 12.89 n; 164 lots; 15@19 lower.

Wednesday, Jan. 15.—Close: Mar. 13.11@13.12; June 12.80; Sept. 12.70@12.85; Dec. 12.65 n; 106 lots; 14@24 lower.

Thursday, Jan. 16.—Close: Mar. 13.02@13.03; June 12.70@12.74; Sept. 12.60@12.66; Dec. 12.55 n; 125 lots; 9@10 lower.

Friday, Jan. 17.—Close: Mar. 12.90@12.95; June 12.60@12.63; Sept. 12.48n; Dec. (1941) 12.43n; 170 lots; 10@12 lower.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to January 17, 1941: To the United Kingdom, 53,737 quarters, to the Continent, none.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Jan. 17, 1941:

PACKER HIDES			
	Week ended Jan. 17	Prev. week	Cor. week, 1940
Hvy. nat. str.	@13½	@13½	@13½
Hvy. Tex. str.	@13½	@13½	@13½
Hvy. butt brnd'd str.	@13½	@13½	@13½
Hvy. Col. str.	@13	@13	@13½
Ex-light Tex. str.	@13½n	@13½n	@13½
Brnd'd cows	@13	@13	@13½
Hvy. nat. cows	@12½	@12½	@13½
Lt. nat. cows	13½@14	13½@14	13½@14
Nat. bulls	@8½	@8½	@9
Brnd'd bulls	@7½	@7½	@8½
Calfskins	23@27	22@27	25½@26½
Kips, nat.	@20	@20	@21½
Kips, ov-wt.	@18	@18	@21
Kips, brnd'd	@15	@15	@19
Slunks, reg.	85@90	80@90	81.50
Slunks, hrls.	55@60	55@60	55

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts.	12½@12½	13@13½	13@13½
Branded	11½@12½	12½@13	12½@13
Nat. bulls	7½@7½	7@7½	9@9½
Brnd'd bulls	7@7½	6@7½	8½@9
Calfskins	20@23	20@24	21½@23
Kips	@18	@18½	@19½
Slunks, reg.	75@80n	@75n	1.00@1.15
Slunks, hrls.	50n	@50n	@50

COUNTRY HIDES

Hvy. steers	@9ax	8½@9	10@10½
Hvy. cows	@9ax	8½@9	10@10½
Butts	11½@12	12½@12½	12½@12½
Extremes	13@13½	@13½	@14
Bulls	@6½	@6½	7½@8½
Calfskins	14½@15	14½@15	16@16½
Kipskins	13½@14	13½@14	@15½
Horsehides	5.60@6.30	5.65@6.25	4.60@5.20

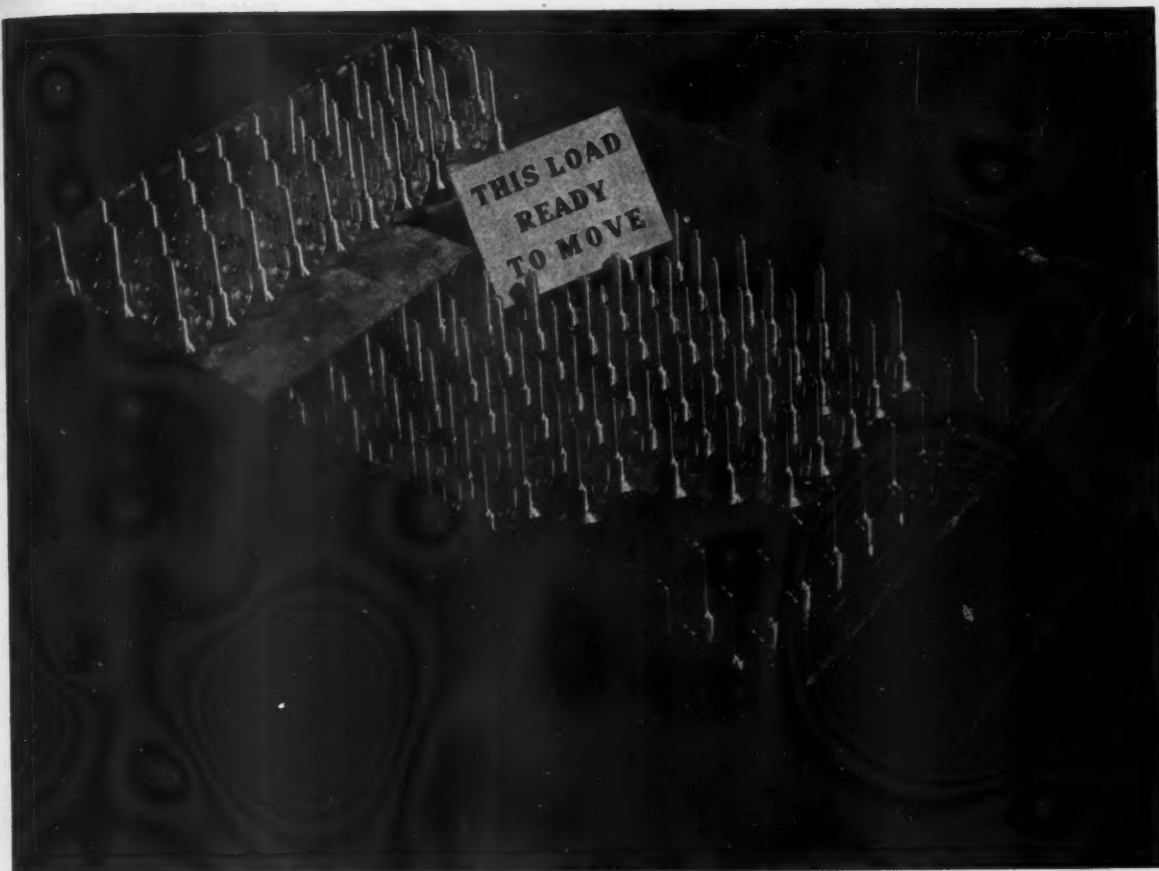
SHEEPSKINS

Pkr. shearlgs.	1.65@1.70	1.65@1.70	@1.35
Dry pelts	19½@20½	20@21	17@19

PACKER AND FOOD STOCKS

Price range of listed stocks based on the last sales recorded during the week ended January 15:

	—Week ended Jan. 15—			Jan. 8
	High	Low	Close	
Amal Leather	15½	15½	15½	14½
Do. Prd.	15½	15½	15½	14½
Amer. H. & L.	3½	3½	3½	27½
Do. Prd.	11½	11½	11½	10½
Amer. Stores	11½	11½	11½	10½
Armour III.	5½	5	5½	5½
Do. Prd.	52	51½	52	51½
Do. Prd.	111½	111½	111½	111½
Do. Del. Prd.	111½	111½	111½	111½
Beechnut Pack	123	123	123	120
Bohack, H. C.	27	27	27	25
Do. Prd.	27	27	27	25
Chick. Co. Oil	12½	12½	12½	11½
Childs Co.	2½	2½	2½	2½
Cudahy Pack	14½	14½	14½	14½
Do. Prd.	96	95½	95½	84½
Firat Nat. Strs.	42½	41½	42	40½
Gen. Foods	39½	39	39½	39
Do. Prd.	113	113	113	113½
Glidden Co.	14½	14	14½	14½
Do. Prd.	45	45	45	45
Gobel Co.	2½	2	2½	1½
Gr. A. & P.	101	101	101	101
Do. Prd.	130	130	130	129
Hormel, G. A.	35	34½	34½	31½
Hygrade Food	1½	1½	1½	1½
Kroger G. & B.	29½	29½	29½	28½
Libby McNeill	7	7	7	6½
Mickelberry Co.	5	4½	5	5
M. & H. Prd.	12½	11½	11½	10
Morell & Co.	42½	42½	42½	41½
Nat. Tea	4½	4½	4½	4½
Proc. & Gamb.	57½	57½	57½	57
Do. Prd.	118½	118½	118½	118½
Rath Pack	57½	57½	57½	53
Safeway Strs.	44½	44½	44½	44½
Do. 5% Prd.	111½	111½	111½	111½
Stahl Meyer	22½	22½	22½	22½
Swift & Co.	22½	22½	22½	22½
Do. Intl.	19	19	19½	18½
Trumf. Pork	7½	7½	7½	7½
U. S. Leather	4½	4½	4½	4½
Do. A.	8½	8½	8½	8½
Do. Pr. Prd.	1½	1½	1½	1½
United Stk. Yds.	1½	1½	1½	1½
Do. Prd.	21½	21	21	20½
Weason Oil	73	73	73	71½
Wilson & Co.	5½	4½	5	5½
Do. Prd.	70½	69½	70½	69½



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American Industry is producing at top speed today. Producing the goods

that this nation needs. Producing faster, much faster. In a steady, reassuring, growing stream, vitally necessary products are rushing out of plants and factories. America is going to be ready, just in case . . .

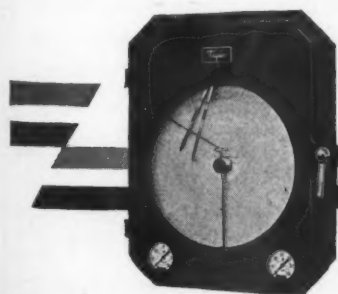
Preparing to protect ourselves and our ways is a huge job that can't be done slipshod. We've got to work well, and we've got to work fast. We are working fast. We can do it, because we're lucky.

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TEMPERATURE, PRESSURE, FLOW
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Wilson Profit Up

(Continued from page 9.)

demand for our food products and general packinghouse products, were favorable factors in the results of the year's operations, but these results were not obtained without effort. Technical research has been continued in the development, improvement and processing of our meat food and other products. Our advertising and publicity has further expanded the market-acceptance of and consumer demand for products bearing the Wilson label.

"The American Meat Institute, of which our company is a member, has inaugurated an advertising campaign stressing the importance of meat in the diet and encouraging its increased use. This industry-wide promotion is national in scope and is progressing satisfactorily.

"Taxes were appreciably higher than they have been in previous years. The amount of all taxes—federal, state and local—was approximately equal to the net earnings of the year after providing for all such taxes. No provision for federal excess profits tax was required in respect to this year's earnings. . . .

"Our company is cooperating fully with the government and the various governmental food agencies in the national defense program. The feeding of our armed forces, as well as all civilians employed either directly or indirectly in defense projects, is a task of major responsibility."

Consolidated statement of income and earned surplus of Wilson & Co., Inc., and its domestic and foreign subsidiaries, for the fiscal year ended October 26, 1940, follows:

Net sales and operating revenues.....	\$280,379,363.67
Earnings before depreciation, interest charges and provision for U. S. and foreign income taxes	\$ 7,848,310.42
Provision for depreciation	1,683,376.86
Earnings before interest charges and provisions for U. S. and foreign income taxes	\$ 6,164,933.56
Interest charges:	
Funded debt	\$ 906,824.34
Other interest	91,295.47
	\$ 1,000,119.81
	\$ 5,164,813.75
Provision for U. S. and foreign income taxes	1,244,561.22
	\$ 3,920,252.53
Minority stockholders' equity in net earnings	296,548.12
	\$ 3,623,704.41
Unrealized exchange loss on revaluation of net current assets used in foreign business	9,069.20
	\$ 3,624,645.21
Net earnings.....	11,953,285.09
Earned surplus at October 28, 1939.....	\$ 15,577,910.30
Deduct:	
Excess of cost over face value of bonds and debentures purchased for sinking funds	\$ 5,364.18
Dividends—(On \$6.00 cumulative preferred stock — \$8.25 per share)	2,666,069.25
	2,671,433.43
Earned surplus at October 26, 1940.....	\$ 12,906,476.87

FINANCIAL NOTES

A dividend of \$3 has been declared on the \$6 preferred stock by Wilson & Co., Inc., to apply on accumulations for the periods August 1, 1939, to October 31, 1939, and November 1, 1939, to January 31, 1940. The dividend is payable February 1 to all stockholders of record on January 15.

The Jacob Dold Packing Company has paid an initial liquidation dividend of \$35 a share to holders of participating certificates that have been issued to preferred stockholders. The distribution totals more than \$1,000,000 and is the first step in liquidating the affairs of the company as voted by stockholders Oct. 30, 1940. Further distribution will be contingent on disposal of idle properties of the company, situated in Kansas and elsewhere. More than a year ago the company disposed of its Buffalo business to the Hygrade Food Products Corp.

Geo. A. Hormel & Co. has declared quarterly dividends of 50c on the common stock and \$1.50 on the preferred stock, both payable February 15 to all shareholders of record January 25.

Adolf Gobel, Inc., has been operating profitably for the last four months and the firm will show satisfactory earnings for January, Andrew W. Nelson, president, stated at the annual meeting held January 15.

A quarterly dividend of 50c has been declared by General Foods on the common stock, payable on February 15 to all shareholders of record on January 27.

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HOFCO Cheese Products

Hofco Shelf-Cured Sharp Cheese; Domestic Swiss Cheese; Imported Cheese; Special Cheese for Meat Loaf.

FROM small beginnings to a position of national importance—that is the story of the growth of the J. S. HOFFMAN COMPANY. As we approach the end of our third decade, we pledge ourselves anew to the principles which have been responsible for our success: SERVICE that is complete and intelligent; QUALITY that is strictly maintained at all times and under all conditions—and last but not least, a thorough UNDERSTANDING of the needs and problems of our many thousands of customer-friends.

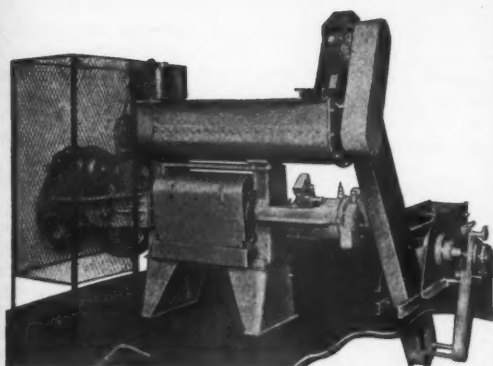
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Albany, N. Y.
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Boston, Mass.
Buffalo, N. Y.
Chicago, Ill.

Cincinnati, Ohio
Cleveland, Ohio
Hartford, Conn.
Indianapolis, Ind.
Los Angeles, Calif.

Milwaukee, Wis.
New Orleans, La.
New York, N. Y.
Philadelphia, Pa.

Pittsburgh, Pa.
Rock Island, Ill.
St. Louis, Mo.
Waterville, Me.

U. S. Army Meat Buying

(Continued from page 13.)

Lewis, Wash.; Ft. Missoula, Mont.; Ft. Stevens, Ore.; Vancouver Barracks, Vancouver, Wash.; Ft. Francis E. Warren, Ft. Warren, Wyo.; Ft. Worden, Port Townsend, Wash., and Ft. George Wright, Spokane, Wash.

Contracts for supplying fresh or cured meat will be limited to packers whose establishments operate directly under the supervision of the Bureau of Animal Industry, U. S. Department of Agriculture. As has been the practice in all government contracts, the plants are usually inspected by some official of the quartermaster corp.

Delivery When Needed

Each successful bidder is required to deliver all supplies of the product he has agreed to furnish which may be ordered during the contract term. Supplies will be ordered from time to time in such quantities as may be needed. The statements as to quantity listed in the invitation are given for the packer's information only. However, this does not relieve the War Department of its obligation to order all supplies which may, in the judgment of the ordering officers, be needed. Nor does it relieve the packer of his obligation to fill all such orders with the kind of meat he has agreed to furnish.

General requirements on handling and delivery of fresh and cured meats are the same as those applying to other

meat products purchased by the government. Briefly, the meat must be handled under the same sanitary regulations as those governing the handling and movement of similar products within and between establishments operated under the supervision of the BAI. All deliveries must conform to the provisions and amendments of the federal Food and Drug Act of June, 1906.

All meat purchased by the army is inspected at the packer's plant by army veterinarians. The contract meat is graded by government representatives. The army inspectors make certain that the meat being furnished conforms to the specifications and is of the grade called for in the contract. Upon delivery, if the meat is inferior in quality, quantity or condition to the contract specifications, the product will be rejected. If the rejected product is not replaced within the designated time schedule in the contract, substitute meat will be obtained by open market purchase and the excess cost charged against the packer's account.

All packers who plan to bid for government meat business should remember that contracts are awarded according to the army's needs. Therefore, the packer who is awarded a contract should be sure that he can fill it according to the time schedule in the contract. Should the bidder fail to make deliveries within the time specified, or any extension, the government may terminate the packer's right to proceed with deliveries. In such an

event, the government may obtain the product by open market buying, or contract for such supplies and charge the extra cost to the packer first awarded the contract.

Considerable attention has been given during recent months to the use of boneless beef by the army. When used for the first time this summer during the 1st, 2nd and 3rd army maneuvers, boneless beef was found to be easier to handle and more adaptable to army needs than fresh beef of the carcass and wholesale market cut types. As a result, it is now being used extensively by a number of army posts throughout the country.

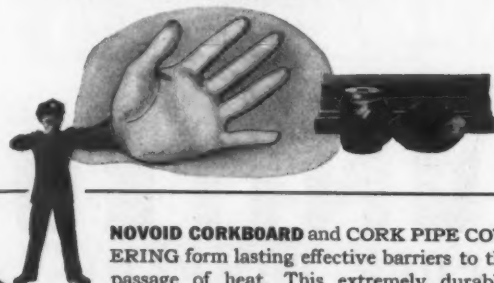
Old Cuts Still Standard

However, as carcass and wholesale market cuts are still designated as the standard types of fresh beef, quartermasters at individual camps must receive special dispensation from the Quartermaster General in order to purchase fresh, boneless beef. There is no known case in which this permission has not been granted.

Due to the present shortage of fresh beef meeting the requirements of federal specifications for Grade A Good, the purchase of this grade of beef has been suspended until further notice. In its place, Grade B Medium steer beef, meeting the specifications for Grade A Good, has been substituted by the army. In order to insure the delivery of fresh beef of a quality not below Grade 4 of

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Cut-away view showing refractory lined firebox

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the American Meat Institute grading system, and the top of Grade B Medium, of the Bureau of Agricultural Economics grading schedule, the following requirements are being inserted in all invitations for bids on carcasses and wholesale cuts:

The fat may be slightly angular and moderately thick and the rounds moderately short and thick. Loins and ribs are to be moderately thick to slightly flattened. Chucks are to be moderately thick with a tendency toward flatness, while the neck shall be moderately short. The fat is also to have a white to a yellowish tinge, be moderately firm, and may be irregularly distributed. It is to be thickest over the back, but may be very thin or absent in small areas over the round, and fade out over the chuck, neck and shanks. There shall be at least a small amount of fat over the internal surface of the ribs and a moderate amount of the remainder of the internal fats. The kidney is to be covered with fat.

The flesh may be slightly soft with a small amount of marbling in the lighter weight and a moderate amount in the heavier carcasses and of moderate fine texture. The color is to be red to a slightly darker red. The chine bones shall be soft and red in the light weight carcasses and shall be topped with pearly white cartilage, but may be fairly hard and tinged with white and topped with very little cartilage in the heavier carcasses.

New Beef Requirements

The carcass is to have an average amount of lean meat and from a small to a moderate amount of marbling. The fats may be irregularly deposited, often being waxy in certain regions and deficient in others. It should be mentioned at this point that no steer carcass (two forequarters and two hindquarters) is to weigh less than 500 lbs. or more than 900 lbs. when commercially trimmed.

All the grade requirements just mentioned for fresh carcass and wholesale market cuts apply to all fresh boneless beef purchased by the government. A review of some of the instructions for preparing army boneless beef is appropriate at this time since the popularity of this type of beef is growing.

Preparing Boneless Beef

In ribbing boneless beef, the sides are ribbed between the twelfth and thirteenth ribs. Forequarters are cut in canner style so that the foreshanks and clods are removed, leaving all shank meat on the shanks. Prime ribs are cut nine ribs wide and the navel ends are cut from the prime ribs as close to the eye of the rib as possible without injuring the roll. Briskets may be boned separately, with the navel end or with the chucks. Hindquarters are also cut canner style, leaving the rump attached to the loin, and producing a full knuckle.

All cuts are boned, leaving all boneless cuts as nearly intact as possible. Rumps may be boned separately or with

U. S. ARMY USES MUCH MEAT

THE U. S. ARMY knows that meat keeps the strength, morale and fighting ability of its soldiers at high level. Army regulations call for a meat ration of 18 oz. per day per soldier. Feeding such a ration over a year's time results in a per capita consumption of 410.6 lbs., or about three times as great as the average annual per capita consumption in the United States. Army consumption per man projected over a year is compared with the annual U. S. per capita consumption:

	Per capita lbs.
Army ration	410.6
U. S. average consumption, 1938.....	125.8
U. S. average consumption, 1939.....	131.0
U. S. avg. consumption, 1940 (est.).....	141.0

boneless sirloin butts. Prime ribs are made into spencer rolls.

Boneless beef is then trimmed so that the knuckles are faced and the knuckle bones removed. Strips of fat on the insides and outsides are removed. Fat on the inner surface of insides is trimmed smooth and is not to exceed ½ in. in thickness. Tenderloins can carry some fat, however, the lymph gland imbedded in the fat is removed. Hanging tenderloins are defatted and stripped free of outside tendinous coat and blood veins.

Fat on the briskets is trimmed within ½ in. of the lean. Flank steaks are loosened and turned back with all cod fat, the flank fat continuous with the cod fat and the white fibrous tissue underneath the flank steaks removed. Serous membrane is also removed from the flank steaks, as well as the serous membrane from each side of the skirts.



IMPORTANT PART OF MEAL

Member of kitchen staff inspecting cooked sausage which is to be served to the soldiers at mess.

Back strap and neck sinew and bloody neck ends are removed from chucks. The ligamentous strip is also removed from along the back of the spencer rolls.

The boned and trimmed beef cuts are now ready for packing and delivery. Insides, outsides, knuckles, tenderloins, rumps, sirloin butts, strips, spencer rolls and clods are packed as steaks and roasts. Large pieces are divided into smaller units weighing not more than 10 lbs. Flank meat, navel ends, briskets, chucks, shank meat, hanging tenderloins and all loose trimmings are packed as stewing and boiling beef. Large pieces are cut so that no piece weighs more than 10 lbs. Bones, loose fat, serous membranes, kidneys and ligaments are not included in delivery.

Each cut of steak and roast is wrapped in DOK bleached Kraft paper, or its equivalent, 26-lb. basis, both sides waxed to 35 lbs. Stewing and boiling meat is similarly wrapped in units of not more than 10 lbs.

Containers are solid fibre boxes, half telescope style, 100 point, and coated inside with paraffin. They measure approximately 20 in. x 15 in. x 5 in. and hold from 50 to 60 lbs. each. The meat is packed into the boxes as completely and compactly as possible to give support to the walls of the box without undue bulging. After the boxes have been packed, they are securely bound by two bands of 13 gauge strap iron or wire. The beef is frozen immediately after it has been packaged. All beef must be in prime condition and thoroughly frozen at the time of delivery.

Carcass and Cut Beef

Four different types of carcass beef and wholesale market cuts are being purchased by the army. These four types are chilled carcasses, frozen carcasses, chilled wholesale market cuts and frozen cuts. All four are the same grade of beef, that is, Grade B Medium, and must conform to the requirements given for the Grade A good beef formerly used. These four types of fresh beef must be prepared as follows:

Chilled carcasses are cut into quarters, being ribbed (unless otherwise provided) in accordance with the commercial custom prevailing in the locality where the cattle are slaughtered. The flesh must be firm and the color red to a slightly darker red, fair grained and mixed with some fat (marbled). Hindquarters and forequarters are to be delivered in equal proportions and their relative weights are to be normal to the carcass.

Specifications for frozen carcasses are the same as those for fresh, chilled carcasses, except that the beef is to be frozen solid when delivered and shall show no evidence of refreezing or deterioration. Frozen beef carcasses are not acceptable if they have been under refrigeration for more than six months prior to delivery.

Fresh, chilled, wholesale market cuts are standard major cuts prepared, un-

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Two and three story brick and concrete packing house. Floor area approximately 10,000 sq. ft., electric elevator, loading platforms, yard space, steam heat with oil burner, hot water boiler, York refrigeration plant, smoke ovens, meat conveyor systems, etc. Plant practically complete with all necessary packing equipment. Federal inspection can be obtained. Ready for immediate occupancy. This property must be sold to settle an estate. No reasonable offer will be refused.

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less otherwise provided, in accordance with the custom of the locality in which they are purchased, from dressed steer carcasses conforming to requirements for fresh, chilled beef.

Cuts which may be specified in the invitation for bids: Briskets, chucks (square cut), flanks, loins (full), loins (short), navel ends, ribs (full), rounds (commercial, with or without rump and shank on, as specified) and rumps. Frozen wholesale market cuts are the same as chilled cuts just described, except that they must be frozen solid when delivered.

Unless specified in the invitation, the delivery of fresh chilled or frozen beef carcasses or quarters shall be within the following weights:

	Min. lbs.	Max. lbs.
HINDQUARTERS:		
With no ribs.....	115	185
With 1 rib.....	120	190
With 3 ribs.....	135	215
FOREQUARTERS:		
With 10 ribs.....	115	185
With 12 ribs.....	130	210
With 18 ribs.....	135	215

Fresh beef is wrapped and delivered according to one of the following methods: Delivered unwrapped; delivered in crinkled-paper meat covers made of 45-lb. or heavier natural Kraft paper treated with odorless paraffin wax of a type approved by the BAI; delivered in securely sewed, unsized muslin or stockinet; or wrapped in cheese-cloth or stockinet and sewed in burlap.

The army purchases pork in fresh chilled carcasses and fresh frozen carcasses and in fresh, chilled cuts and frozen cuts. The cuts bought are as follows: Fresh regular hams; fresh skinned hams; shoulders with hock on; shoulders with hock off; skinned shoulders; loins; tenderloins; spareribs, and Boston butts.

Fresh Pork for Army

Product of any one of these four types is from the carcass hogs free from bruises and discolorations. Oily pork, pork from stags and old sows, pork with dark flesh, thick rind, or coarse muscle fibre will not be accepted. Dressed carcasses must not weigh less than 120 lbs. or more than 240 lbs. The pork is to be from one of two grades, as specified in the invitation. Grade 1 carcasses are of good conformation, finish and quality, while grade 2 must be of fair conformation, finish and quality.

Fresh frozen pork carcasses must meet the same detailed requirements as fresh, chilled carcasses except they must be frozen solid when delivered and show no signs of refreezing or deterioration.

Pork cuts are prepared in accordance with the custom of the locality in which they are purchased and from carcasses which conform to the requirements of the grade specified in the invitation for bids.

Fresh regular hams are to be well trimmed, commercial, short-cut hams. The fat is not to exceed 1½ in. thickness at the butt end. They shall range in weight from 10/12 or 12/14 lbs. as specified in the bid.

Skinned fresh hams are the same in all respects as short-cut regular hams except that the skin is removed to within about 4 in. of the hock and the surplus fat trimmed off; the fat remaining is evenly tapered to meet the lean at the butt end.

Shoulders having the hock on shall be of commercial cut, well-trimmed New York style shoulders. They shall range in weight from 10/12 or 12/14 lbs. Shoulders with the hock off are also to be of the New York style, but with the hock off. Weight of these shoulders is to range from 7/9, 9/11 or 11/13 lbs.

Skinned Shoulders and Loins

Skinned shoulders are skinned within about 4 in. of the shank and the surplus fat trimmed off; fat remaining is evenly tapered to meet the lean at the butt end. They weigh from 9 to 13 lbs.

The loins shall be commercial cut and well-trimmed and include the tenderloin. The fat is to be in normal proportion to the weight of the loins. These shall range in weight from 8/10, 10/12, 12/15 to 16/22 lbs., as specified in the invitation for bids. Tenderloins are to be whole tenderloins, free

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from fat, and shall weigh not more than 1 lb.

Spareribs are to be in whole or half sheets with all semi-loose pieces removed. Coarse or heavy spareribs will not be accepted.

Boston butts are to be commercial cut, well-trimmed Boston style butts. They shall range in weight from 3½ to 9 lbs.

All fresh frozen pork cuts are to be the same as chilled pork cuts. Requirements on other fresh frozen meat products also pertain to pork cuts.

S. P. smoked hams purchased for the army are of two types: Regular or short-cut and skinned. These are of Grade 1 or Grade 2, as specified in the bids.

Cured and Smoked Meats

The hams are to be mild S. P. regulars of standard American cut, closely trimmed, including removal of pelvic fat, and thoroughly but not excessively cured in dry smoke from suitable hardwood or hardwood sawdust. They must be sound and sweet and free from body, bone, and marrow sour. Burnt-out, skin-cut, bruised, soft, or oily hams will not be accepted.

Hams from stags and old sows, and those with thick rind and coarse muscle fiber will not be accepted. Hams which have been frozen may be used, provided they have been under refrigeration in the freezer not longer than 180 days,

show no evidence of refreezing or deterioration, are of good color, and are otherwise in good condition. They shall be reasonably lean with the fat not exceeding 2 in. at greatest depth. The hams must be smoked for at least 24 hours at a temperature of not less than 115 degs. F. They shall be dry and firm and otherwise in prime condition upon delivery and weigh from 8/10, 10/12, 12/14 or 14/16 lbs., as specified. Regular or short-cut hams should not weigh less than 8 lbs. or more than 14 lbs. after smoking.

Instructions for packaging and packing the hams will be given in the invitation for bids. There are three methods given, which are as follows:

1.—Wrap separately in one sheet of glassine paper and one sheet of parchment or paraffin paper with one sheet of heavy absorbent paper between; tie securely with strong twine, and wrap and sew in strong muslin; deliver packed in crates, about 100 lbs. net.

2.—Deliver unwrapped, packed in dry salt in new air-tight hardwood quarter barrels, about 50 lbs. net. Enough salt should be used in packing to cover the contents completely and to fill all spaces in containers.

3.—Deliver unwrapped, packed in dry salt in new air-tight hardwood half barrels, about 90 lbs. net.

In conclusion, packers interested in furnishing any of the meat products required by the U. S. Army should ad-

dress their inquiries to the following:

Army's new "C" ration, as reported in the September 7 issue of the PROVISIONER, purchasing officer, Chicago Quartermaster depot, 1819 W. Pershing Rd., Chicago, Ill.; canned meat, purchasing officer, Chicago Quartermaster depot, and fresh and cured meat, Quartermaster at any army post. An article covering all of the general requirements and specifications for canned meat products was printed in the Provisioner of December 7.

FLASHES ON SUPPLIERS

E. J. ST. JOHN & CO.—Announcement has been made of the change of address of the E. J. St. John & Co., manufacturers of supplies and equipment for meat packers and sausage makers, from 6502 S. Sangamon St., Chicago, to Earl Park, Ind. The office and the plant have been moved to the Indiana address.

GENERAL ELECTRIC CO.—Appointment of John P. Rainbault as manager of the air conditioning and commercial refrigeration department of General Electric Co., has been announced by H. L. Andrews, vice president. Formerly manager of the company's electric clock section, Mr. Rainbault succeeds Stuart M. Crocker, who was recently named a vice president concerned with customer relations. Mr. Rainbault will be in Bloomfield, N. J.

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LIVESTOCK MARKETS *Weekly Review*

Cattle and Lambs on Feed January 1 Top 1940 Level

THERE were about 6 per cent more sheep and lambs on feed on January 1 than a year ago, according to the Agricultural Marketing Service. Estimated number this year was 6,224,000 head compared with 5,856,000 a year earlier and 5,823,000 two years earlier. The number this year is the largest for all years of record.

Most of the increase over last year was in the Corn Belt states, although the total in states outside the Corn Belt was also somewhat larger. Estimated number in the 11 Corn Belt states this year was 3,447,000 head, an increase of 288,000 head or about 9 per cent from a year earlier. This is a record number for these states. There were larger numbers in seven states and smaller in four. The largest increases were in Iowa and Kansas and the largest decreases in Nebraska and Missouri.

The estimated number on feed this year in the Western states (including North Dakota, Oklahoma and Texas) was 2,723,000 head, an increase of 71,000 or about 3 per cent. Numbers were larger this year in eight states, smaller in four and unchanged in two. Lamb feeding operations in Colorado were down about 10 per cent from last year, and the total on feed, estimated at 835,000 head, was the smallest since 1927. Most of the decrease was in northern Colorado.

The largest increases in the states outside the Corn Belt were in Texas and Idaho, with considerable increases in North Dakota, New Mexico and Nevada. Changes from last year in other states were small.

ELEVEN per cent more cattle were on feed in the Corn Belt states on January 1 this year than last, the Agricultural Marketing Service reports. There was an increase of about 10 per cent in total number on feed in the 13 western states, including Texas and Oklahoma. A small increase was also reported in Pennsylvania. For the whole country, the number on feed was probably at least equal to the number in any other year.

Most of the increase in the Corn Belt was in states west of the Mississippi. For this area, the estimated increase is 15 per cent, with the largest percentage increases in Iowa, South Dakota and Kansas, but with all states showing gains over last year. In the eastern Corn Belt the number this year was 4 per cent larger, with increases in Illinois and Wisconsin, small decreases in Ohio and Indiana and no change in Michigan.

The estimated number of cattle on feed in the western states (Texas and Oklahoma included) was about 10 per cent larger than a year ago, and the total number is without doubt the largest ever fed in these states. The number was up in all but four states; it was down in Colorado and Oregon, and the number on feed was unchanged in California and Utah.

Reports from Corn Belt feeders as to months in which they expected to market their cattle show about the same monthly distribution as was reported on January 1, 1940; percentage to be marketed after April is a little larger, with offsetting decreases in January and

March. If these intentions are carried out, increase in number on feed will be reflected in larger fed marketings in late spring and summer than during first four months of 1941. Feeder calves made up a larger proportion of reported total number on feed on January 1 this year, and heavy feeders (over 1,000 lbs.) a smaller proportion of the total than in most years.

HOG WEIGHTS AND COSTS

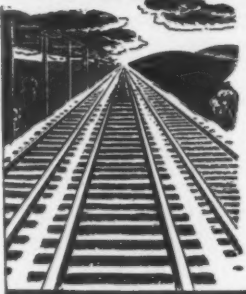
Average weights of barrows and gilts marketed during December at Kansas City, National Stock Yards, St. Joseph and St. Paul were below those in December a year ago; average weight at Chicago remained the same as last December, and at Omaha the average weight was 1 lb. heavier during December than in December, 1939. Sows at all six markets remained lighter during December than in the same month last year.

Indications point to a more profitable market for finished hogs in 1941. Official reports indicate a reduction of about 10 per cent in the combined spring and fall pig crops in 1940, with indications of further decline in the spring of 1941.

Average prices of barrows and gilts increased from the preceding month at all six markets, in spite of heavy marketings. Average prices for December were also above the level for December, 1939. Average prices of sows were under those of November, 1940, but exceeded prices in December, 1939, at all six markets.

Packers at Chicago paid an average of \$6.25 for hogs during the last six months, an advance of exactly \$1.00 over the average in the first half of 1940. Broader domestic demand resulting from increased industrial activity, due partly to the armament program,

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400-500

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is expected to help offset the lack of foreign exports during the coming year, and to maintain a higher level of hog prices.

U. S. Agricultural Marketing Service reports the following average weights at the six markets during December, 1940 and 1939:

	BARROWS AND GILTS		SOWS	
	Dec., 1940	Dec., 1939	Dec., 1940	Dec., 1939
Chicago	217	231	407	436
Kansas City	228	222	394	409
Omaha	228	227	408	420
National Stock Yards	215	226	381	412
St. Joseph	214	220	396	416
St. Paul	206	222	400	432

Average prices for these classes at the six markets during December and a year earlier were:

	BARROWS AND GILTS		SOWS	
	Dec., 1940	Dec., 1939	Dec., 1940	Dec., 1939
Chicago	\$6.37	\$5.45	\$5.53	\$4.64
Kansas City	6.02	5.29	5.54	4.43
Omaha	5.94	5.23	5.69	4.50
National Stock Yards	6.37	5.49	5.69	4.57
St. Joseph	5.95	5.31	5.53	4.42
St. Paul	5.97	5.17	5.57	4.35

CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., Jan. 16, 1941.—At 16 concentration points and 10 packing plants in Iowa and Minnesota hog receipts were short and the market very strong, with sharply higher prices. Though prices declined on Thursday, values remained generally 60¢-70¢ above last week's close.

Hogs, good to choice:

160-180 lb.	\$8.10@8.25
180-200 lb.	7.90@8.35
200-240 lb.	8.00@8.40
240-270 lb.	7.90@8.10
270-300 lb.	7.80@8.00
300-330 lb.	7.70@7.85
330-360 lb.	7.55@7.70

Sows:

330 lb. down	\$6.95@7.25
330-400 lb.	6.75@7.20
400-500 lb.	6.55@7.00

Receipts of hogs at Corn Belt markets for week ended January 16, 1941:

	This week	Last week
Friday, Jan. 10	36,500	29,000
Saturday, Jan. 11	29,900	51,500
Monday, Jan. 13	38,300	48,500
Tuesday, Jan. 14	21,400	31,200
Wednesday, Jan. 15	17,500	41,300
Thursday, Jan. 16	29,300	40,700

RECEIPTS AT CHIEF CENTERS

Receipts for week ended January 11:

At 20 markets:	Cattle	Hogs	Sheep
Week ended Jan. 11	198,000	524,000	251,000
Previous week	186,000	432,000	213,000
1940	188,000	616,000	245,000
1939	185,000	442,000	266,000
1938	209,000	537,000	321,000

At 11 markets:

	Hogs
Week ended Jan. 11	449,000
Previous week	353,000
1940	547,000
1939	370,000
1938	462,000
1937	418,000

At 7 markets:

	Cattle	Hogs	Sheep
Week ended Jan. 11	142,000	396,000	182,000
Previous week	116,000	309,000	153,000
1940	129,000	475,000	167,000
1939	122,000	327,000	169,000
1938	150,000	404,000	222,000

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading western markets, Thursday, January 16, 1941, as reported by U. S. Department of Agriculture, Agricultural Marketing Service:

	CHICAGO	NAT. STK. YDS.	OMAHA	KANS. CITY	ST. PAUL
BARROWS AND GILTS:					
Good-choice:					
120-140 lbs.	\$ 7.40@ 8.00	\$ 6.40@ 7.50			\$ 7.50@ 7.90
140-160 lbs.	7.85@ 8.65	7.25@ 8.00	\$ 7.50@ 8.00	\$ 7.50@ 8.15	7.75@ 8.10
160-180 lbs.	8.50@ 8.75	7.75@ 8.60	7.85@ 8.25	8.00@ 8.25	8.00@ 8.25
180-200 lbs.	8.50@ 8.75	8.25@ 8.65	8.00@ 8.30	8.00@ 8.35	8.25 only
200-220 lbs.	8.40@ 8.75	8.25@ 8.65	8.00@ 8.30	8.15@ 8.35	8.25 only
220-240 lbs.	8.35@ 8.70	8.25@ 8.65	8.00@ 8.30	8.10@ 8.30	8.25 only
240-270 lbs.	8.15@ 8.50	8.15@ 8.65	7.90@ 8.25	8.00@ 8.25	8.15@ 8.25
270-330 lbs.	8.00@ 8.25	8.00@ 8.35	7.90@ 8.10	7.75@ 8.15	8.00@ 8.20
300-330 lbs.	7.85@ 8.10	7.75@ 8.25	7.85@ 8.00	7.65@ 7.90	7.90@ 8.10
330-360 lbs.	7.60@ 7.90	7.60@ 8.00	7.75@ 7.90	7.50@ 7.75	7.75@ 7.95
Medium:					
160-220 lbs.	7.80@ 8.25	7.25@ 8.25	7.35@ 8.00	7.75@ 8.25	7.90@ 8.20
SOWS:					
Good and choice:					
270-300 lbs.	7.30@ 7.50	7.25@ 7.50	7.25@ 7.85	7.10@ 7.25	7.15@ 7.25
300-330 lbs.	7.25@ 7.35	7.25@ 7.40	7.15@ 7.35	7.10@ 7.25	7.15@ 7.25
330-360 lbs.	7.20@ 7.30	7.15@ 7.40	7.00@ 7.25	7.00@ 7.15	7.15@ 7.25
Good:					
360-400 lbs.	7.10@ 7.25	7.05@ 7.30	7.00@ 7.25	6.90@ 7.10	7.10@ 7.20
400-450 lbs.	6.90@ 7.15	6.95@ 7.20	7.00@ 7.15	6.80@ 7.15	7.00@ 7.15
450-500 lbs.	6.80@ 7.00	6.90@ 7.10	6.90@ 7.00	6.75@ 6.90	7.00@ 7.15
Medium:					
250-500 lbs.	6.15@ 7.00	6.35@ 7.10	6.40@ 7.00	6.65@ 7.10	7.00@ 7.15
PIGS (Slaughter):					
Med. & good, 90-120 lbs.	6.50@ 7.50	5.25@ 6.50			
Slaughter Cattle, Vealers and Calves:					
STEERS, choice:					
750-900 lbs.	13.25@14.25	12.25@13.75	12.50@14.00	12.50@14.00	12.50@13.50
900-1100 lbs.	13.75@14.25	12.75@14.25	13.00@14.60	12.75@14.25	12.75@14.25
1100-1300 lbs.	14.00@15.25	13.00@14.25	13.00@14.60	12.75@14.25	12.75@14.25
1300-1500 lbs.	14.00@15.25	13.00@14.25	13.00@14.60	12.75@14.25	12.75@14.60
STEERS, good:					
750-900 lbs.	11.00@13.25	10.25@12.25	11.00@13.00	11.00@12.75	10.50@12.50
900-1100 lbs.	11.25@14.00	10.50@12.75	11.25@13.00	11.00@12.75	10.50@12.75
1100-1300 lbs.	11.25@14.00	10.75@13.00	11.25@13.00	11.00@12.75	10.50@12.75
1300-1500 lbs.	11.25@14.00	10.75@13.00	11.25@13.00	11.00@12.75	10.50@12.75
STEERS, medium:					
750-1100 lbs.	9.25@11.25	8.50@10.50	9.25@11.25	9.25@11.00	8.25@10.50
1100-1300 lbs.	9.25@11.25	8.75@10.75	9.25@11.25	9.25@11.00	8.25@10.50
STEERS, common:					
750-1100 lbs.	7.75@ 9.25	7.50@ 8.75	8.00@ 9.25	7.75@ 9.25	7.25@ 8.25
STEERS, HEIFERS AND MIXED:					
Choice, 500-750 lbs.	12.00@13.50	11.50@12.50	11.50@12.75	11.50@12.50	11.25@12.75
Good, 500-700 lbs.	10.25@12.00	9.75@11.50	10.00@11.50	10.00@11.50	9.75@11.25
HEIFERS:					
Choice, 750-900 lbs.	12.00@13.50	11.50@12.50	11.00@12.25	11.50@12.50	10.75@12.25
Good, 750-900 lbs.	10.50@12.00	9.75@11.00	10.15@11.00	10.15@11.00	9.25@10.75
Medium, 500-900 lbs.	8.25@10.25	7.50@ 8.75	8.25@10.25	8.00@10.00	7.50@ 9.25
Common, 500-900 lbs.	7.00@ 8.25	6.50@ 7.50	7.00@ 8.25	7.00@ 8.00	6.50@ 7.50
COWS, all weights:					
Good	7.50@ 8.50	7.00@ 8.00	7.50@ 8.00	7.50@ 8.50	7.25@ 8.00
Medium	6.50@ 7.50	6.00@ 7.00	6.50@ 7.50	6.50@ 7.50	6.75@ 7.25
Cutter and common	5.25@ 6.50	5.00@ 6.00	5.50@ 6.50	5.25@ 6.50	5.25@ 6.75
Canner	4.50@ 5.25	4.25@ 5.00	4.75@ 5.50	4.25@ 5.25	4.50@ 5.25
BULL (Vlgs. Excl.), all weights:					
Beef, good	7.75@ 8.25	7.50@ 7.75	7.50@ 7.85	7.25@ 7.75	7.50@ 8.00
Sausage, good	7.50@ 8.00	7.40@ 7.75	7.50@ 7.85	7.00@ 7.50	7.25@ 7.50
Sausage, medium	6.75@ 7.50	6.50@ 7.40	7.00@ 7.50	6.50@ 7.00	6.75@ 7.25
Sausage, cutter and com.	6.50@ 6.75	5.75@ 6.50	5.75@ 7.00	5.50@ 6.50	6.00@ 6.75
VEALERS, all weights:					
Good and choice	11.50@14.00	12.25@13.50	10.00@11.50	10.50@13.00	11.00@13.00
Common and medium	7.50@11.50	10.00@12.25	7.50@10.00	7.00@10.50	8.50@11.00
Cull	6.00@ 7.50	5.25@10.00	6.00@ 7.50	5.50@ 7.00	6.00@ 8.50
CALVES, 400 lbs. down:					
Good and choice	8.00@ 9.00	8.00@ 9.75	8.50@10.00	8.25@10.50	9.50@10.50
Common and medium	6.00@ 8.00	6.25@ 8.00	6.50@ 8.50	6.50@ 8.25	7.50@ 9.50
Cull	5.25@ 6.00	5.00@ 6.25	5.50@ 6.50	5.50@ 6.50	6.00@ 7.50

Slaughter Lambs and Sheep:

SPRING LAMBS:

*Good and choice	10.50@10.75	10.40@11.00	10.25@10.50	10.25@10.65	10.00@10.25
*Medium and good	9.50@10.35	8.75@10.25	9.00@10.10	9.00@10.50	9.00@ 9.75
Common	8.25@ 9.25	6.75@ 8.50	7.50@ 9.00	7.50@ 8.75	7.00@ 8.75

YEARLING WETHERS (shorn):

Good and choice	8.75@ 9.40	8.50@ 9.50	7.75@ 9.00	8.50@ 9.25	8.00@ 9.00
Medium	8.00@ 8.75	7.00@ 8.50	6.75@ 7.75	7.50@ 8.50	6.50@ 8.00

EWES (shorn):

Good and choice	5.25@ 6.00	4.25@ 5.00	4.80@ 5.75	4.75@ 5.75	4.25@ 5.50
Common and medium	3.75@ 5.25	2.75@ 4.25	3.75@ 4.60	3.00@ 4.75	2.75@ 4.25

*Quotations based on animals of current seasonal market weights and wool growth. Shorn animals with less than 60 days' wool growth quoted as shorn. *Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

PACIFIC COAST LIVESTOCK

Receipts for 5 days ended Jan. 10:

	Cattle	Calves	Hogs	Sheep
Los Angeles	5,218	1,739	2,547	885
San Francisco	600	25	2,760	100
Portland	2,575	240	8,800	2,185

CHICAGO PACKER PURCHASES

Purchases of livestock in Chicago by the principal packers for the first three days this week were 21,973 cattle, 2,190 calves, 30,870 hogs and 9,623 sheep.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 11, 1941, as reported to The National Provisioner:

CHICAGO

Armour and Company, 13,506 hogs; Swift & Company, 9,696 hogs; Wilson & Co., 10,559 hogs; Western Packing Co., Inc., 2,906 hogs; Agar Packing Co., 7,287 hogs; Shippers, 11,902 hogs; Others 42,368 hogs.

Total: 42,164 cattle; 4,965 calves; 98,126 hogs; 39,406 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,283	423	4,331	8,630
Cudahy Pkg. Co.	1,047	420	1,971	5,666
Swift & Company	1,855	350	2,767	5,674
Wilson & Co.	1,788	363	1,580	5,468
Indep. Pkg. Co.	1,297	...	350	...
Korabum Pkg. Co.	1,297	...	1,716	...
Others	4,657	311	2,926	4,182
Total	14,787	1,807	13,625	29,520

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour and Company	4,927	5,817	8,264	...
Cudahy Pkg. Co.	3,629	3,907	6,302	...
Swift & Co.	4,300	3,148	4,431	...
Wilson & Co.	1,295	2,687	1,716	...
Others	...	...	11,522	...
Cattle and calves: Eagle Pkg. Co., 24; Greater Omaha Pkg. Co., 153; Geo. Hoffmann, 52; Lewis Pkg. Co., 809; Nebraska Beef Co., 675; Omaha Pkg. Co., 224; John Roth, 178; South Omaha Pkg. Co., 319; Lincoln Pkg. Co., 335.				
Total: 17,423 cattle and calves; 27,281 hogs; 20,715 sheep.				

EAST ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,893	1,306	10,241	3,818
Swift & Company	3,147	1,890	8,856	4,272
Hunter Pkg. Co.	1,637	313	9,050	993
Hell Pkg. Co.	...	...	3,280	...
Krey Pkg. Co.	...	...	3,016	...
Laclede Pkg. Co.	...	...	3,756	...
Sieloff Pkg. Co.	...	...	1,632	...
Shippers	3,570	2,251	29,986	1,049
Others	2,815	...	2,965	684
Total	14,062	5,730	72,512	10,816

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift & Company	2,010	229	8,507	14,017
Armour and Company	2,189	337	8,502	6,106
Others	1,597	5	2,779	829
Total	5,796	581	17,788	21,051
Not including 2,797 hogs and 129 sheep bought direct.				

ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,953	68	8,068	4,784
Armour and Company	2,372	38	8,175	5,886
Swift & Company	2,065	63	4,766	4,289
Shippers	3,816	12	6,855	545
Others	340	20	127	...
Total	10,576	201	28,021	15,504

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,818	623	3,197	4,997
Wichita D. B. Co.	24	...	...	...
Dunn-Osterling	...	...	153	...
Fred W. Doid	149	...	493	1
Sunflower Pkg. Co.	47	...	292	...
Keefe Pkg. Co.	14	...	...	...
Others	2,291	...	598	85
Total	4,423	623	4,733	4,483

DENVER

	Cattle	Calves	Hogs	Sheep
Armour and Company	985	118	3,118	7,014
Swift & Company	902	145	3,739	9,311
Cudahy Pkg. Co.	624	126	2,676	1,804
Others	1,534	225	1,672	1,528
Total	3,966	611	11,205	19,757

OKLAHOMA

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,581	735	3,317	1,354
Wilson & Co.	2,306	850	3,327	1,651
Others	253	23	1,139	14
Total	5,170	1,608	7,783	3,019
Not including 37 cattle and 4,365 hogs bought direct.				

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,488	1,053	9,477	2,553
Swift & Company	2,184	806	4,299	2,812
Blue Bonnet Pkg. Co.	225	68	1,561	16
City Pkg. Co.	69	4	496	...
Rosenthal Pkg. Co.	33	4	129	...
Total	5,014	1,934	15,962	5,381

INDIANAPOLIS

	Cattle	Calves	Hogs	Sheep
Kingan & Co.	2,259	706	19,534	1,956
Armour and Company	977	300	2,847	...
Hilgemeyer Bros.	10	...	1,485	...
Stumpf Bros.	...	...	184	...
Stark & Wetzel	251	29	651	...
Wabnitz and Deters	59	90	600	25
Maass Hartman Co.	46	8	...	...
Shippers	2,923	1,850	24,069	7,909
Others	1,089	116	474	122
Total	7,564	2,599	49,324	10,012

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,817	2,796	23,341	6,144
Rifkin Pkg. Co.	831	103	...	...
Swift & Company	4,816	4,652	26,760	8,329
United Pkg. Co.	2,240	227	...	...
Cudahy Pkg. Co.	770	973	...	...
Others	2,001	1,596	...	...
Total	13,490	10,353	50,101	14,473

CINCINNATI

	Cattle	Calves	Hogs	Sheep
E. W. Gall's Sons	...	17	...	210
B. Kahn's Sons Co.	797	249	3,283	970
Lohrey Packing Co.	1	...	363	...
H. H. Meyer Pkg. Co.	19	...	3,890	...
J. Schlachter	155	165	...	31
J. & F. Schroth P. Co.	13	...	3,058	...
J. F. Stegner Co.	475	227	...	...
Shippers	175	...	3,083	...
Others	1,845	663	839	225
Total	3,477	1,323	22,736	1,436
Not including 1,452 cattle, 9,065 hogs and 712 sheep bought direct.				

RECAPITULATION

CATTLE

	Week ended Jan. 11	Prev. week	Cor.
Chicago	42,164	32,018	33,787
Kansas City	14,787	13,298	12,756
Omaha*	17,423	14,054	16,006
East St. Louis	14,062	11,269	12,542
St. Joseph	5,723	5,148	6,419
St. Louis	10,576	10,086	10,011
Oklahoma City	5,170	3,631	3,672
Wichita	4,423	2,970	2,505
Denver	3,966	2,543	4,673
Milwaukee	13,490	10,943	13,241
St. Paul	7,564	9,374	8,899
Indianapolis	7,564	7,717	7,338
Cincinnati	3,477	2,785	2,743
Ft. Worth	5,014	4,604	5,383
Total	152,958	122,440	133,937

HOGS

	Week ended Jan. 11	Prev. week	Cor.
Chicago	93,128	77,227	106,621
Kansas City	13,625	9,544	15,702
Omaha	27,281	19,909	51,900
East St. Louis	72,512	69,911	62,142
St. Joseph	17,788	14,507	25,520
St. Louis	28,021	24,965	36,710
Oklahoma City	7,783	7,735	6,728
Wichita	4,733	4,718	5,318
Denver	11,205	8,937	10,518
St. Paul	50,101	37,486	74,477
Milwaukee	10,144	8,333	13,559
Indianapolis	49,324	40,010	50,478
Cincinnati	22,736	17,731	16,763
Ft. Worth	15,962	10,850	7,061
Total	429,341	341,863	483,537

SHEEP

	Week ended Jan. 11	Prev. week	Cor.
Chicago	89,406	42,031	86,932
Kansas City	29,520	17,596	19,555
Omaha	20,715	13,772	12,305
East St. Louis	10,816	4,847	9,977
St. Joseph	21,051	18,550	17,804
St. Louis	15,504	13,631	15,691
Oklahoma City	3,019	1,885	1,368
Wichita	4,483	3,524	3,027
Denver	13,757	10,113	13,613
St. Paul	14,473	11,504	17,089
Indianapolis	1,722	1,015	1,606
Milwaukee	10,012	7,677	10,557
Cincinnati	1,436	1,134	1,298
Ft. Worth	5,381	3,643	5,905
Total	191,293	151,022	166,097
*Cattle and calves. †Not including direct.			

HOG-CORN RATIO

The hog-corn ratio at Chicago for December, based on barrows and gilts, was 10.4 compared with 9.6 in November and 9.7 in December, 1939. Average price of barrows and gilts at Chicago in December was \$6.37 per cwt., and for corn was 61.5c per bu. In November, the hog price was \$6.16 per cwt., and corn was 64.5c per bu. In December, 1939, average price of hogs was \$5.45 per cwt. and corn, 56.3c per bu.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mon., Jan. 6	16,169	1,206	32,867	11,104
Tues., Jan. 7	9,675	1,529	36,845	9,562
Wed., Jan. 8	10,808	872	23,556	6,417
Thurs., Jan. 9	5,328	821	24,370	9,198
Fri., Jan. 10	1,522	419	17,146	7,590
Sat., Jan. 11	100	...	9,600	2,560

*Total this week... 43,601 4,847 140,784 46,128
 Prev. week... 38,209 3,844 107,557 46,118
 Year ago... 37,058 4,162 141,608 44,221
 Two years ago... 36,586 5,557 123,194 47,211

SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Mon., Jan. 6	3,702	227	3,523	3,501
Tues., Jan. 7	2,959	62	2,037	2,040
Wed., Jan. 8	3,672	352	703	704
Thurs., Jan. 9	1,420	4	3,008	3,580
Fri., Jan. 10	545	138	2,508	1,497
Sat., Jan. 11	100	...	...	500

Total this week... 12,298 823 11,776 11,891
 Previous week... 9,111 371 15,068 11,675
 Year ago... 10,290 225 13,800 8,784
 Two years ago... 10,562 526 11,846 18,512

*Including 617 cattle, 163 calves, 42,220 hogs and 2,726 sheep direct to packers.

†All receipts include direct.

JANUARY AND YEAR RECEIPTS

Receipts thus far this month and year to date with comparison:

	1941	1940	Gain	Loss
Cattle	51,552	71,557	...	20,005
Calves	6,098	8,368	...	2,270
Hogs	185,415	250,150	...	64,735
Sheep	68,784	74,565	...	5,781
†All receipts include direct.				

WEEKLY AVERAGE PRICE OF LIVESTOCK

	Cattle	Hogs	Sheep	Lambs
Week ended Jan. 11	\$12.00	\$7.30	\$4.75	\$9.95
Previous week	11.80	6.90	4.50	9.55
1940	9.85	5.30	4.30	8.50
1939	10.45	7.10	4.48	8.75
1938	8.35	7.85	4.10	8.50
1937	10.85	10.30	5.50	10.40
1936	9.50	9.90	5.25	10.55
Av. 1936-40	\$9.75	\$8.10	\$4.65	\$9.45

SUPPLIES FOR CHICAGO PACKERS

	Cattle	Hogs	Sheep
Week ended Jan. 11	31,303	129,009	34,242
Previous week	24,041	91,923	34,991
1940	26,658	127,696	34,762
1939	26,020	101,578	40,715
1938	33,522	131,406	32,337
1937	37,848	113,206	55,991

HOG RECEIPTS, WEIGHTS AND PRICES

	No.	Av.	—Prices—	
	Rec'd	Wt.,	Top	Av.
		lbs.		
*Week ended Jan. 11	140,800	245	\$7.75	\$7.30
Previous week	107,557	245	7.35	6.90
1940	141,567	246	5.90	5.90
1939	123,194	249	7.90	7.10
1938	150,652	241	8.70	7.50
1937	128,165	239	10.65	10.30
1936	121,351	235	10.20	9.90
Av. 1936-1940	133,000	242	\$8.65	\$8.10
*Receipts and average weight for week ending Jan. 11, 1941, estimated.				

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended January 11:

	CATTLE		
	Week ended Jan. 11	Prev. week	Cor. week, 1940
Chicago	28,357	21,953	25,821
Kansas City	16,654	14,750	14,728
Omaha	18,361	14,250	17,113
East St. Louis	10,492	9,047	9,073
St. Joseph	5,437	4,904	5,766
St. Paul	7,054	6,836	7,254
Wichita	5,046	3,535	3,884
Fort Worth	6,948	6,443	8,006
Philadelphia	2,098	1,794	1,853
Indianapolis	2,347	1,768	2,001
New York & Jersey City	9,575	8,079	9,552
Oklahoma City	6,815	5,054	4,988
Cincinnati	4,732	3,948	3,565
Denver	4,391	3,191	4,890
St. Paul	10,710	8,527	10,307
Milwaukee	4,077	3,132	3,761
Total	143,094	117,231	133,061

*Cattle and calves. †Not including directs.

HOGS		
Chicago	139,894	108,859
Kansas City	45,632	33,583
Omaha	38,712	30,311
East St. Louis	68,517	61,227
St. Joseph	17,979	16,351
St. Paul	31,837	26,559
Wichita	5,980	5,324
Fort Worth	15,962	10,850
Philadelphia	18,518	15,887
Indianapolis	19,580	15,233
New York & Jersey City	42,964	37,910
Oklahoma City	12,148	9,604
Cincinnati	21,518	16,166
Denver	11,246	8,261
St. Paul	50,101	37,498
Milwaukee	10,144	8,307
Total	550,532	436,708

*Includes National Stock Yards, East St. Louis, Ill., and St. Louis, Mo.

SHEEP		
Chicago	26,997	30,055
Kansas City	29,520	17,596
Omaha	22,746	15,386
East St. Louis	9,768	4,764
St. Joseph	21,251	18,064
St. Paul	16,405	14,534
Wichita	4,483	3,624
Fort Worth	5,881	3,943
Philadelphia	2,659	2,909
Indianapolis	2,604	1,221
New York & Jersey City	62,180	53,825
Oklahoma City	3,019	1,885
Cincinnati	2,139	1,082
Denver	4,905	3,368
St. Paul	14,473	11,504
Milwaukee	1,366	1,001
Total	229,905	186,451

†Not including directs.

NEW YORK LIVESTOCK

Livestock prices at New York, Tuesday, January 15, 1941, as reported by the U. S. Agricultural Marketing Service:

CATTLE:	
Steers, good	\$12.00@14.00
Steers, medium to good	12.00
Cows, medium	7.00@7.75
Cows, cutter and common	5.50@6.50
Bulls, good	8.00@8.50
Bulls, cutter and common	6.00@6.75

CALVES:	
Vealers, good and choice	\$12.00@15.00
Vealers common and medium	8.50@10.50
Vealers, culls	6.50@7.50

HOGS:	
Hogs, good and choice, 190-lb.	\$8.40

LAMBS:	
Lambs, good, 72-lb.	\$11.00
Lambs, common	8.50

Receipts of salable livestock at Jersey City public market for the week ended with January 11:

	Cattle	Calves	Hogs*	Sheep
Salable receipts	2,545	2,015	309	561
Total, with directs	8,925	10,894	21,175	48,877
Previous week:				
Salable receipts	2,238	1,333	229	239
Total with directs	7,949	8,156	18,904	41,171

*Including hogs at 41st street.

Watch Classified page for good men.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Marketing Service)

WESTERN DRESSED MEATS

	NEW YORK	PHILA.	BOSTON
STEERS, carcass			
Week ending January 11, 1941	8,555	2,956	3,055
Week previous	7,358	2,326	2,771
Same week year ago	10,152	2,688	2,856
COWS, carcass			
Week ending January 11, 1941	1,298	1,231	2,636
Week previous	732	1,136	2,586
Same week year ago	730	1,026	2,590
BULLS, carcass			
Week ending January 11, 1941	260	675	150
Week previous	250	456	153
Same week year ago	243	577	20
VEAL, carcass			
Week ending January 11, 1941	11,972	963	591
Week previous	9,383	1,283	708
Same week year ago	8,371	1,208	802
LAMB, carcass			
Week ending January 11, 1941	43,045	18,502	20,171
Week previous	32,021	18,812	16,667
Same week year ago	51,682	17,869	19,297
MUTTON, carcass			
Week ending January 11, 1941	836	51	579
Week previous	1,222	355	564
Same week year ago	1,007	241	1,149
PORK CUTS, lbs.			
Week ending January 11, 1941	2,411,319	524,985	475,259
Week previous	2,376,988	493,181	461,934
Same week year ago	3,289,192	470,620	576,688
BEEF CUTS, lbs.			
Week ending January 11, 1941	305,976		
Week previous	332,529		
Same week year ago	403,602		

LOCAL SLAUGHTERS

CATTLE, head			
Week ending January 11, 1941	9,575	2,008	
Week previous	8,079	1,794	
Same week year ago	9,552	1,953	
CALVES, head			
Week ending January 11, 1941	14,020	2,854	
Week previous	10,907	2,589	
Same week year ago	13,623	2,187	
HOGS, head			
Week ending January 11, 1941	42,708	18,518	
Week previous	37,910	15,887	
Same week year ago	55,353	20,637	
SHEEP, head			
Week ending January 11, 1941	62,180	2,659	
Week previous	53,825	2,009	
Same week year ago	61,390	2,960	

Country dressed product at New York totaled 4,325 veal, 6 hogs and 222 lambs. Previous week 2,227 veal, 45 hogs and 186 lambs in addition to that shown above.

WEEKLY INSPECTED KILL

Hog slaughter for the week ended January 10, 1941, at 826,575 head, was 128,224 head below the volume for the same week in 1940. The preceding week's total was 671,691 head. A total of 954,899 head was slaughtered during the corresponding period in January, 1940.

Number of animals processed in 27 centers for the week ended with January 10, with comparisons:

	Cattle	Calves	Hogs	Sheep
New York Area ¹	9,560	14,018	42,904	62,354
Phila. & Balt.	3,374	1,217	34,753	1,832
Ohio-Indiana Group ²	11,109	3,694	58,993	8,118
Chicago ³	31,062	5,300	139,894	47,247
St. Louis Area ⁴	13,391	6,376	68,517	11,409
Kansas City	13,573	3,650	45,632	26,720
Southwest Group ⁵	16,386	5,815	46,375	34,504
Omaha	16,468	1,015	38,712	25,385
St. Paul-Wiac. Group ⁶	7,974	146	31,837	19,832
Interior Iowa & So. Minn. ⁷	20,703	26,061	100,825	20,400
Total	159,413	73,633	825,975	311,034
Total prev. week	127,172	63,950	671,661	266,763
Total last year, 1940	160,350	72,596	954,899	280,156

¹Includes New York City, Newark, and Jersey City. ²Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind. ³Includes Elburn, Ill. ⁴Includes National Stockyards and East St. Louis, Ill., and St. Louis, Mo. ⁵Includes So. St. Joseph, Wichita, Oklahoma City, and Ft. Worth. ⁶Includes St. Paul, So. St. Paul and Newport, Minn., and Madison and Milwaukee, Wis. ⁷Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa.

Packing plants included in the same tabulation slaughtered during the calendar year 1939 approximately 74% of the cattle, calves and hogs, and 82% of the sheep and lambs that were slaughtered under Federal inspection that year.

CANADIAN LIVESTOCK PRICES

	STEERS	VEAL CALVES	HOG CARCASSES*
	Week ended Jan. 9	Last week	Same week 1940
Toronto	\$ 9.00	\$ 9.25	\$ 7.75
Montreal	8.50	8.50	7.75
Winnipeg	8.75	8.50	7.25
Calgary	8.25	8.00	6.75
Edmonton	8.00	8.00	6.75
Prince Albert	7.00	6.50	6.00
Moose Jaw	6.75	6.50	6.50
Saskatoon	7.75	6.75	6.50
Regina	6.25	6.75	6.35
Vancouver	8.25	8.10	7.25

Toronto	\$13.00	\$12.00	\$13.50
Montreal	12.00	12.50	11.50
Winnipeg	11.00	10.50	10.50
Calgary	8.25	8.00	8.00
Edmonton	9.50	9.50	9.00
Prince Albert	7.00	6.50	6.75
Moose Jaw	8.50	8.50	6.00
Saskatoon	10.00	10.00	9.50
Regina	9.00	9.00	8.00
Vancouver	8.50	7.50	7.00

Toronto	\$10.80	\$11.00	\$12.15
Montreal	11.85	11.35	12.40
Winnipeg	10.45	10.45	11.65
Calgary	9.75	9.75	11.05
Edmonton	10.00	9.80	11.05
Prince Albert	9.95	9.75	11.05
Moose Jaw	9.75	9.75	11.15
Saskatoon	9.75	9.75	11.05
Regina	9.90	9.90	11.05
Vancouver	10.75	10.75	11.05

*Official Canadian hog grades are now on carcass basis, quotations from BI Grade. Grade A, \$1.00 premium.

	GOOD LAMBS	
Toronto	\$11.50	\$10.50
Montreal	9.00	10.00
Winnipeg	9.50	9.25
Calgary	9.00	8.75
Edmonton	9.25	8.50
Prince Albert	8.00	8.00
Moose Jaw	8.50	8.50
Saskatoon	8.00	8.50
Regina	8.50	8.50
Vancouver	8.50	8.50

Personalities and Events

(Continued from page 20.)

next year's convention. Frank S. Boice was retained as first vice president and F. E. Mollin was named secretary-treasurer for the twelfth time.

Four men at the plant of the United Dressed Beef Company responded to the colors last week. The two called were Norman Tucker, calf buyer, and Nat Isler, kosher chuck sales, while the two volunteers were Henry Bothner, lamb sales, and Clarence Gardner, cow sales.

Stanley Gerschel is now associated with Mongolia Importing Co., as eastern representative and will operate out of the company's headquarters in New York City.

D. H. Texada, former manager of Cudahy Packing Co. branches at Vicksburg, Miss., and Monroe, La., has been appointed manager of the company's Shreveport, La., branch.

Western Beef Co. has been incorporated at Bridgeport, Conn., by William, Abe L. and Irving B. Rappoport, all of Bridgeport.

A new slaughterhouse is being constructed by Heierding Bros., Oklahoma City, Okla., to take care of increased business. The new plant will raise the company's capacity to 300 cattle and hogs per week, it is reported.

The Mission Provision Co., San Antonio, Tex., enjoyed one of its best years during 1940, according to J. E. O'Neill, president. The company completed an extensive modernization program during the year.

M. L. Hofman, southern representative for Transparent Package Co., Chi-

cago, has received word that his son Dr. Lester Hofman, has been commissioned first lieutenant in the U. S. Army dental corps.

Sol J. Lupoff, well known in the casings industry, has joined the Hamburg Casing Co., Inc., New York City, as president of the company.

Efforts to learn the whereabouts of Francis Herbert McFarland, a former employe of Fried & Reineman Packing Co., Pittsburgh, Pa., who was last seen in that city several months ago, have been unsuccessful to date. Mr. McFarland, who has suffered a breakdown of health, may have sought employment in the meat industry. Anyone knowing where he can be located is requested to communicate with his wife, Mrs. Florence McFarland, P. O. Box 1, Ingomar, Pa.

Thirty-one truck drivers and salesmen from the Armour and Company wholesale market and country trucking division at Omaha, Neb., were honored on January 11 for their combined record of more than 3 million miles of safe driving. The men, after receiving safety awards, were addressed by E. G. Hinton, general manager of the Omaha plant, W. J. Humpert, traffic manager, B. F. Filip, wholesale market manager, and J. C. Van Riper, personnel manager.

Robert Fox, Peter Fox Sons Co., Chicago, enjoying a three-day visit in Pittsburgh, stopped at A. L. Brahm Co. and lunched with Frank W. Pfordt, president.

While covering Pittsburgh territory, J. W. Christman, E. T. Buckley, and J. E. Janicek of Cudahy Packing Co.'s Chicago sales, transportation and construction divisions, dropped in on B. R. McDonough, assistant, and J. A. Larkin, sales manager of Cudahy's Pittsburgh office recently.

City commissioners of Lakeland, Fla., have approved a contract under which operation of an abattoir for the Lakeland area will begin in four months. The slaughterhouse will operate in the former plant of Lakeland Cold Storage Co., which is being remodeled.

Equipment and stock of the Saegertown Sausage Co., Saegertown, Pa., have been bought by Calvin H. Pickens, former agent of the state's liquor control board. The firm has been operated in recent years by E. D. Coon.

Addition of a cold storage plant at the Griffin and Spalding county abattoir, Griffin, Ga., has been completed at a cost of approximately \$6,000.

Dr. R. F. Vermilya and Dr. H. E. Kingman, Jr., have joined the veterinary staff of Wilson & Co., where they will work with Dr. A. A. Swaim on problems relating to production of healthy livestock and scientific and practical meat inspection. Dr. Vermilya will assume many of the duties of the late Dr. R. F. Eagle.

Flames swept through the four-story building of the Kearns & Smith Spice Co., Chicago, on January 11, causing damage estimated at \$75,000. Cause of the fire was not immediately determined.

Ray Treinen Again Heads

Cincinnati Packer Group

Ray L. Treinen, sales manager of the E. Kahn's Sons Co., Cincinnati, was re-elected president of the Cincinnati Meat Packers' Association at the annual meeting on January 8. Other officers of the organization, also elected by acclamation, included Albert W. Goering, vice president, and C. W. Riley, Jr., secretary-treasurer. Mr. Goering is president of the Ideal Packing Co. and Mr. Riley is a Cincinnati broker specializing in provisions and packinghouse products.



R. L. TREINEN

The Stock Yards 400 club of Omaha will hold its annual banquet honoring old-timers at the yards on January 18. Ed Gehrman heads the committee on general arrangements, and Al Hunter is chairman on invitations.

E. W. Phelps, manager of the Kansas City, Kans., plant of Swift & Company, has been appointed a vice president in charge of the agriculture department of the chamber of commerce of Kansas City, Mo.

The meat packing firm of C. Finkbeiner, Pine Bluff, Ark., has obtained a permit for construction of a \$9,000 garage and warehouse just east of the plant at 3rd and Olive streets. The building will conform to other structures in design and material.

Ray Latimer, assistant for a number of years to the late Glen L. Shivel, vice president of the Union Packing Co., Vernon, Calif., has been named to handle Mr. Shivel's duties temporarily until a successor has been selected. Mr. Shivel passed away on December 14.

Joseph Clarence Burgess, 40, a foreman at Abraham Bros. Packing Co., Memphis, Tenn., died on January 11 at the Baptist hospital, where he had been admitted last August following a heart attack.

Walter A. Bowe, advertising manager, Carrier Corp., and Roger Sprague, executive of Baker Ice Machine Co., were among the refrigeration men who were in Chicago this week to look over the exhibits of the all-industry refrigeration and air conditioning show. Lyle Jones, formerly identified with the meat industry and now affiliated with Castle Films, Inc., was on hand at the Carrier exhibit, where a 15-minute sound film, "Weather by Carrier" was shown.

Charles P. Rickrich, 60, head of the produce accounting department of Armour and Company, died in the Illinois Central hospital, Chicago, on January 8, following a brief illness. Mr. Rickrich had been associated with Armour and Company for 43 years.

Cudahy Executives Reelected; Perrin Is New Vice President

All directors of the Cudahy Packing Co. were reelected at the annual meeting of stockholders in Portland, Me., on January 10. The directors include E. A. Cudahy, chairman, E. A. Cudahy Jr., William Diesing, F. W. Hoffman, L. C. Steele, P. B. Thompson and F. E. Wilhelm.

Cudahy officers reelected for the current year at a subsequent board meeting in Chicago were E. A. Cudahy, Jr., president; F. E. Wilhelm, first vice-president; and William Diesing, F. W. Hoffman, L. C. Steele and V. T. Norton, vice presidents. A. F. Perrin, manager of the company's produce division for the past year and a Cudahy employe since 1928, was also named a vice president.

Other officers reelected at the board meeting included P. B. Thompson, treasurer; J. F. Gearen, Jr., secretary, and J. H. Shields, controller.



E. A. Cudahy, Jr.



**BEEF • PORK • VEAL • LAMB
CANNED FOODS**

HAMS • BACON • LARD • SAUSAGE

We specialize in carlot beef sales

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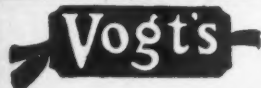
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PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

THE E. KAHN'S SONS CO.
CINCINNATI, O.

**"AMERICAN BEAUTY"
HAMS AND BACON**

**Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions**

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NEW YORK PHILADELPHIA WASHINGTON BOSTON
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KINGAN'S RELIABLE

HAMS • BACON • LARD • SAUSAGE
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CHEESE • BUTTER • EGGS • POULTRY

*A full line of Fresh Pork • Beef • Veal
Mutton and Cured Pork Cuts*

Hides • Digester Tankage

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PORK AND BEEF PACKERS

Main Plant, Indianapolis

Established 1848

PATENT CASING COMPANY

Manufacturers of

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MADE UNDER SOL MAY METHODS

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GET THE BEST

ALWAYS ASK FOR THE

"ORIGINAL"

"SELTZER BRAND"

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MADE BY

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CLEAN
TASTY
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Rath's

from the Land O' Corn

BLACK HAWK HAMS AND BACON

PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO.

WATERLOO, IOWA

HONEY BRAND

Hams - Bacon
Dried Beef

HYGRADE'S

Original West
Virginia Cured Ham
Ready to Serve

HYGRADE'S

Frankfurters in
Natural Casings

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SELL**

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Connections
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30 Church Street, New York, N. Y.

Superior Packing Co.

Price Quality Service

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**DRESSED BEEF
BONELESS BEEF and VEAL**

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STRAIGHT AND MIXED CARS OF BEEF AND PROVISIONS

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— AND —
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The finest Polish-Style
Ham on the market to-
day by hundreds of sat-
isfied Tobin customers!



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THE CUDAHY PACKING CO.

PRODUCERS, IMPORTERS AND EXPORTERS OF

Sausage Casings

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Wilmington Provision Company

TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,
Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

THE CASING HOUSE BERTH. LEVIE & Co., Inc.

ESTABLISHED 1882

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BUENOS AIRES

CHICAGO
AUSTRALIA

LONDON
WELLINGTON

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, 10c per word per insertion, minimum charge \$2.00. Position wanted, special rate 7c per word, minimum charge \$1.40. Count address or box number as four words. Headline 70c extra. 70c per line for listings.

Position Wanted

AGGRESSIVE young executive, thorough knowledge production oleomargarine, baker's shortening and mayonnaise products. 8 years' experience. Knows raw materials, processing, controls, chemistry, formulas, machinery. College education. Capable of meeting executives on equal footing: has demonstrated ability to handle large plant and help. Seeks new connection; either large manufacturer or small concern with possible financial investment. Box W-122, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

SUPERINTENDENT—Has had many years practical experience with large and small packers in all departments. Economical operator. Specialized Fast Cures—Smoked Meats—Sausage Specialty Leases, also merchandising and buying live stock. Prefer connection with progressive concern. Employed at present. Can furnish excellent references. Box W-121, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Manager or Superintendent

Operated medium and large plants successfully, practical, excellent record, handling costs, labor, product and general results. Operating plant at present. Desire change. Middle aged. Box W-124, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

EXPERIENCED salesman, meats and provisions. Fine following for the past twenty years. Seeks to connect with packer who appreciates ability, hard work and intelligence. Address: A. Fink, 106 La Salle St., New York, N. Y.

CREDIT MANAGER past eight years. Married. Excellent health. Law graduate. 25 years' experience on credits and collections, claims, ledger supervision, trade promotion work, calling on trade, making adjustments, creating good will, etc. Good reason for leaving. Excellent references. Salary secondary. Box W-129, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

CASING FOREMAN. Long years' experience. Beef, Sheep, Hog casings. Position wanted anywhere. Box W-128, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

Situation Wanted

GENERAL or Sales Manager. Relatively young man, 25 years' experience, accounting sales and operating departments. Both large and small packers. If you need an experienced man to expand your business would be pleased to make contact and work something out, either salary or preferably working interest. Prefer packer in South or Southeast. Box W-136, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

SUPERINTENDENT. Has had many years' practical experience with successful independent packer. An economical operator who can handle labor. Experienced in all newest methods. Would consider becoming financially interested in business. Box W-137, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

EXPERIENCED man capable of taking charge of dry rendering of inedible fats, also lard cooking or new method of drip rendering. Would like an interview. Box W-139, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

Men Wanted

Sterilamps

AS INSTALLING dealers of Westinghouse Sterilamps we are preparing to extend our activity. For men interested in full or part-time sales of Sterilamps in Chicagoland only and those interested in hearing how Sterilamps are now benefitting hundreds of markets, sausage manufacturers and packers an educational meeting will be held at the Chicago Lighting Institute in the near future. Better food preservation will be discussed, with motion pictures showing how Sterilamps play their important part. For free reservation 'phone or write before Jan. 25th to Roy C. Stove & Co., 6044 Wentworth Ave. Normal 9125, Chicago, Ill.

MEDIUM SIZED EASTERN packer has opportunity for industrial engineer. Write references and experience to Box W-131, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

SUPERINTENDENT WANTED by medium sized packing plant located in Ohio Valley Industrial District. Must have a practical knowledge of the latest methods of killing, cutting, rendering, curing, smoking and cost control. If you can qualify, direct letter of complete information. Box W-127, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

WANTED—Sausagemaker. Steady position available to an experienced reliable working foreman who can make full line of sausages and loaves, figure costs and handle help efficiently. State age, experience, present and past connections, character references and salary expected. Replies confidential. Box W-125, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Man Wanted

MAN WANTED to work in Sausage room. No foreman or executive wanted. Write Box W-140, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

WANTED—Capable and experienced man to supervise and develop southern territories. Must have ample sales and packing house experience, fully capable of handling salesmen, and obtaining desired results. Must be aggressive, honest, responsible, employed at present, but desires to make change. A-1 references required, salary no object for right man. Box W-148, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Business Opportunities

Packing House For Sale or Lease

Located in San Jose, Calif., Complete Packing Plant, Slaughtering and Reduction Plant. Feed 1500 head of cattle. S. P. and W. P. spur tracks, own Water Plant, 15 acres. Baumgarten Bros., 530 Clay St., San Francisco, Calif.

Equipment for Sale

Good Used Equipment

1—Southark 500-ton vert. Hyd. Rendering Press.
1—Meakin horizontal continuous Cracking Press.
2—Aubright-Neil 42½" Lard Cooling Rolls.
1—Enterprise No. 106 Grinder, belt drive.
1—Sander Meat Grinder, 8" plate, pulley drive.
10—Dopp and Aluminum Kettles.
2—Ball & Jewell No. 2 Rendering Grinders, m.d.
5—½" Revolving Percolators, or Degreasers.
1000 Feet Drag or Scraper Conveyor.
5—Bartlett & Snow Tankage Dryers.
5—Ice Breakers and Crushers.
2—Brecht 200-lb. Stuffers, without tubes.
5—Mixers and Filter Presses.
1—Hand operated Fat Cutter.
10—Hammermills, Crushers, Grinders, Pulverizers.
Power Plant Equipment.
Ask for New "Fall, 1940, Consolidated News" listing our large stock. Send us your inquiries—we desire to serve you. What have you for sale? We buy from a single item to a complete plant.
CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York City, N. Y.

For Sale

2—Boss 5'x9' Cookers constructed for 40# internal pressure.
1—ANCO 5'x12' Cooker constructed for 40# internal pressure.
1—#25 Diamond Hog Shredder.
1—500 ton Hydraulic Cracking Press, latest type manufactured by Hydraulic Press Mfg. Co., all complete with steam pump and fittings.
1—BOSS Jr. Hasher all complete with 10' Washer.
2—150 ton Hydraulic Cracking Presses.
1—No. 66B Buffalo Grinder complete with 20h.p. motor, silent chain drive as good as new.
THE R. E. JORDAN COMPANY
415 W. Camden St., Baltimore, Maryland.

FOR SALE—#43B-Silent Cutter, #33 B-Silent Cutter, #32B-Silent-Cutter, 500 lb. Stuffer, 400 lb. Stuffer, 250 lb. Stuffer, 1,000 lb. Mixer. Thoroughly overhauled and guaranteed like new. Box W-138, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment Wanted

Packing Equipment Wanted

Wanted for user 2—50 and 100 lb. Silent Cutters 2—50 and 100 lb. Stuffers; 2—100 and 300 lb. Mixers; 3—Grinders; Filter Press. Lard Cooling Roll. No dealers. W-718, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

WANTED—Two Bartlett and Snow Pan Driers, 72"; One Diamond Hog; One 500# ton Hydraulic Press. W-141, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Miscellaneous

MEAT EXPERT has perfected a speedy tenderizing curing method with very gratifying results and the stamp of approval by many successful operators has been given. Also, the new vitamin balanced filler is much in demand. Write J. L. Wilde, % THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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READY TO
SERVE



Krey's "unbelievably delicious"
Tenderated Hams

"Build Profitable Sales Volume in Any Territory"

KREY PACKING COMPANY
ST. LOUIS, MISSOURI

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PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

THE MEAT CURE THAT SATISFIES THE TASTE

The Perfect Tasty Ham Cure • The Mild Tender Bacon Cure

A BOILED COMPOUNDED STERILIZED PICKLE DRIED TO A POWDER

The Only Stainless Steel Scale Offered



We
Save
the
life
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Sales
on
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are
growing
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cures are being chosen in preference to
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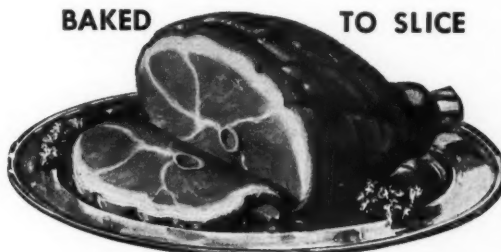
After your hams are pumped
with Prague Powder Pickle,
you should rub them with Dry
Prague Mixture (see page 16
Prague Booklet) and lay
them down in vats. Allow the
pickle to drain away. Your
hams will be dryer.

All hams cured with Prague
Powder have a flavor notice-
ably different from a nitrate cured ham. The sweet,
juicy cure shows less shrinkage than long time cures.
There is less salt present in the "Prague Pickle Cures."
The "Rich, Ripe Flavor" is apparent in all meats cured
with Prague Powder.



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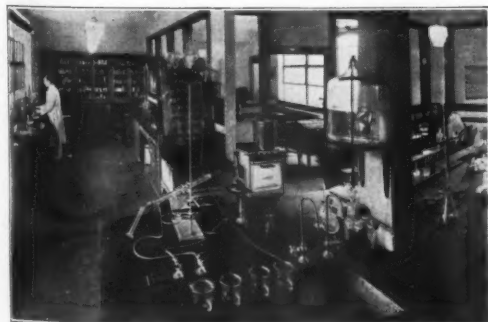
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DO YOU WANT TO MEASURE THE PICKLE THAT GOES INTO YOUR HAM?

"BIG BOY" PUMP MEASURES IT! PRAGUE BALANCE PERCENTAGE SCALE WEIGHS IT!

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Through research and experiment, an effective spice sterilizing
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All selected Natural Spices are Imported, Cleaned, Ground,
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Many mills grind spices—but Griffith Sterilizes them on Patents
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seasonings in which they are used, to retain their normal, full-
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**FOR APPEARANCE IS IMPORTANT
IN SELLING THE HOUSEWIFE PORK SAUSAGE
...AND THE CASING IS WHAT SHE CHIEFLY SEES**

Make sure your pork sausage enjoys the advantages of looking good as well as being good. For eye-appeal must precede fry-appeal.

Swift's Pearly-White Selected Pork Casings give the finest possible "break" to those tempting morsels of tender pink-and-white inside the links that talk direct to the appetite through the eye.

This Pearly-Whiteness is not mere happenstance. It is the direct result of our appreciation of the fact that natural casings are a meat product. Because of this, they are handled as are carcass meats quickly, and under refrigeration into the salt. That Pearly-Whiteness means truly fresh condition.

Close grading to high standards careful! measuring into standard units insure uniformity in quality and quantity when you buy Swift's Selected Casings. And these are vital factors in assuring that fine appearance that helps sell pork sausage.

Sing-a song-a
Sausage,
Sizzlin' in the pan,
Shouting
Through the nostrils
To the inner man.
Sizzlin' and fryin'
Slicker n' a whistle . . .
And always remember,
It's the sight
That sells
The sizzle!



SWIFT'S

CASINGS

